THE INDUSTRIAL ARTS INDEX

1936

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THE
INDUSTRIAL ARTS INDEX

TWENTY-FOURTH ANNUAL VOLUME

1936

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER, ADELINE MACRUM

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THE H. W. WILSON COMPANY
1937

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PREFACE

This volume is the twenty-fourth annual cumulation of the Industrial Arts Index. It includes the monthly numbers of the Index from December, 1935, thru November, 1936. Three additional periodicals have been indexed in 1936: *Electronics, Review of Economic Statistics* and *Commercial and Financial Chronicle.* The last named has been indexed beginning with July, volume 143 of the *Chronicle.* As usual subject entries of many books in fields covered by the Index are included. These have reached a total of 2,643 titles in the present volume. The number of pamphlets, bulletins and government publications have likewise increased.

M. E. P.

8384

List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $3; single numbers 15c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York

Includes Advertising Arts beginning July 18, 1935

Adv Arts—Advertising Arts. See Adv & Sell

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York

Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. m U. S. Department of Commerce, Bureau of Air Commerce, Washington, D.C.

Monthly beginning July 15, 1933

Am Arch—American Architect and Architecture. $3; single numbers $1. m Hearst Magazines, Inc, 572 Madison Av, New York

Combined with Architecture June 1936

Am Assn of Textile Chemists and Colorists. Proceedings. Published in American Dyestuff Reporter

Am Bankers Assn J. See Banking

Am Bld—American Builder and Building Age. $2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York

Am Business—American Business combined with System. $3; single numbers 35c. m Dartnell Corp, 4660 Ravenswood Av, Chicago

Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. bi-m (except Jl-Ag) American Concrete Institute, 7400 Second Blvd, Detroit, Mich.

Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York

Includes Proceedings of American association of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York

Am Gas Assn Mo—American Gas Association Monthly. $3. m American Gas Assn, 420 Lexington Av, New York

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. $10; single numbers $3. q American Institute of Chemical Engineers, Bellevue Court Bldg, Philadelphia

The annual volume of transactions v 31, 1934-35 was indexed. Quarterly numbers indexed beginning 1936

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn.

Am Mach—American Machinist. $3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York

Am Soc C E Proc—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio

Formerly Transactions of American Society for Steel Treating

Changed to quarterly beginning December, 1934

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50 q American Statistical Association, 722 Woodward Bldg, Washington, D.C.

Am Water Works Assn J—Journal of the American Water Works Association. $7. m American Water Works Assn, 29 W 39th St, New York

Angew Chemie—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 350 E 22d St, Chicago

Arch Rec—Architectural Record. $3; single numbers 50c. m F. W. Dodge Corp, 115 W 40th St, New York

Architecture—Architecture. $6; single numbers 50c. m C. Scribner's Sons, 597 5th Av, New York

Purchased by American Architect June 1936

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1

Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York

Bankers Mo. See Rand McNally Bankers Mo

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York

Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa.

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston

Changed to quarterly January, 1934

Bradstreet's. See Dun & Bradstreet

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago

Bul of Bibliography—Bulletin of Bibliography and Dramatic Index. $3; single numbers $1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich.

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Met—Canadian Chemistry and Metallurgy. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2

Can Min J—Canadian Mining Journal. $3. m National Business Publications, Ltd, Gardenvale, Que.

Chase Econ Bul—Chase Economic Bulletin. irr Chase National Bank, New York

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Chem Ind—Chemical Industries. $3; single numbers 25c. m Haynes & George Co, 149 Temple St, New Haven, Conn.

Formerly Chemical Markets

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md.

Chem Soc J—Journal of the Chemical Society. £3 4s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1

Chemische Fabrik—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Corneliusstr. 3, Berlin W 35, Germany

Changed to a bi-weekly January, 1934

Chemistry and Industry. See Soc Chem Ind J

Chimie & Ind—Chimie & Industrie. 500 fr; single numbers 40.50 fr. m Société de Chimie Industrielle, 28, Rue Saint-Dominique, Paris, France

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Comm & Fin—Commerce and Finance. $5; single numbers 25c. bi-w Comfine Publishing Corp, 95 Broad St, New York

Changed from weekly to bi-weekly November 27, 1935

Comm & Fin Chr—Commercial & Financial Chronicle. $15; single numbers 35c. w William B. Dana Co, 25 Spruce St, New York

Indexing resumed July 4, 1936

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey

Concrete—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago

Cornell Eng—Cornell Engineer. $2. m (except Je-S) Cornell Engineer, Lincoln Hall, Ithaca, N.Y.

Replaces Cornell Civil Engineer and Sibley Journal of Engineering

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago

Dun & Bradstreet—Dun & Bradstreet Monthly Review. $5; single numbers 50c. m Dun & Bradstreet, Inc, 290 Broadway, New York

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa.

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York

Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1

Elec Traction—Electric Traction and Bus Journal. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S Dearborn St, Chicago

Name changed to Mass Transportation beginning March, 1935

Elec W—Electrical World. $4; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Changed to a bi-weekly beginning September 1, 1934

Beginning January 11 a News Issue is published bi-weekly alternating with the regular issues

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 883 Mission St, San Francisco, Calif.

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York

Formerly American Electrochemical Society

Preprints are indexed

Electronics—Electronics. $5. single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St. New York

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"]

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2

Exp Wireless. See Wireless Engineer

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 1033 Delaware Trust Bldg, Wilmington, Delaware

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Forbes—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co, 120 Fifth Av, New York

Fortune—Fortune. $10; single numbers $1. m Time Inc, 350 E 22d St, Chicago

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O.

Gas Age—Gas Age-Record and Natural Gas. $3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York

Acquired Natural Gas Magazine March 14, 1936

Changed from weekly to bi-weekly January 7, 1937

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y.

Génie Civil—Le Génie Civil. 250 fr; single numbers 4 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9^{e}), France

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York

Glass Ind—Glass Industry. $2. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York

Guaranty Survey—The Guaranty Survey. m Guaranty Trust Company of New York

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago

Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 29 W 39th St, New York

Illum Engr—Illuminating Engineer. 10s 6d; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1

Name changed to Light and Lighting with January, 1936 number

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. $5; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

With Analytical and News editions $7.50

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. $2; single numbers 75c. bi-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C.

Changed to bi-monthly January, 1933

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $1.50; single numbers 10c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N. W. Washington, D.C.

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York

Index—Index. m New York Trust Company, 100 Broadway, New York

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 205 West Wacker Drive, Chicago

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $5; single numbers 25c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky.

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1

Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Engineers Book Shop, 168 E 46th St, New York

Inst Mech Eng Proc—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York

Int Labour R—International Labour Review. $6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 28, Victoria St. London, S.W. 1

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 135 Cedar St, New York

J Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa.

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa.

J Fr Inst—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, 20th St & Parkway, Philadelphia

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $5. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md.

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Northwestern University, 337 E. Chicago Av, Chicago

J of Business. See J Business

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50 m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md.

J Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $2.50; single numbers 25c. m Superintendent of Documents, Washington, D. C.

Lib J—Library Journal. $5; single numbers 25c. s-m (m during Jl and Ag) R. R. Bowker Co, 62 W 45th St, New York
Articles of interest to special libraries are indexed

Light & Lighting—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W. 1

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn.

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York

Mag of Wall St—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York
Extra number, Manual of Magazine of Wall Street published annually in March

Management R—Management Review. $5; single numbers 50c. m American Management Association, 330 W 42d St, New York
Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts. Baltimore, Md.

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York
Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Marine R—Marine Review. $3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland, O.
Merged with Marine Engineering, November, 1935

Mass Transportation—Mass Transportation. $1; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago
Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 10d. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. 2

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York
Merged with Platers' Guide, August, 1936

Metal Prog—Metal Progress. $5; single numbers 50c. m American Society for Metals, 7016 Euclid Av, Cleveland, O.

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York

Min Cong J—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, Munsey Bldg, Washington, D.C.

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin & Charlton Pub. Corp, 425 Fourth Av, New York
Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. $10. s-m National Association of Cost Accountants, 385 Madison Av, New York

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $2; single numbers 10c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O.

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago
Extra number (Auto ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C.

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York
Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 15c. w Petroleum Pub. Co, 114-116 W 2d St, Tulsa, Oklahoma

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc, 12 Gold St, New York
The two extra convention numbers formerly published each year are included as part of regular numbers, beginning 1936

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York

Personnel J—Personnel Journal. $5. Ja-F combined number $1; m (Mr-Je, S-D) single numbers 75c. Personnel Research Federation, 29 W 39th St, New York

Pet Age—Petroleum Age. $1; single numbers 25c. m Petroleum Age Pub. Co, 500 N Dearborn St, Chicago

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York

Plastic Prod—Plastic Products. See Modern Plastics

Platers' Guide—Platers' Guide. $1. m Brass World Publishing Co, Inc, 1 Platt St, New York
Publication discontinued with June, 1936 number
Merged with Metal Industry, August, 1936

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St. New York
Extra convention number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago

Prof Eng—Professional Engineer. $1. q American Association of Engineers, 8 South Michigan Av, Chicago
Changed from bi-monthly to quarterly with April, 1933

Ptd Salesmanship—Printed Salesmanship, The Printing Art Quarterly. $3.50; single numbers $1. q Dartnell Corp, 4660 Ravenswood Av, Chicago

Published quarterly beginning Summer 1935, v 65, no 3. Last monthly number published April 1935

Name changed to Printing Art Quarterly with the Autumn, 1935 number

Ptg Art Q—Printing Art Quarterly. $4; single numbers $1. q Dartnell Corp, 4660 Ravenswood Av, Chicago

Formerly Printed Salesmanship, The Printing Art Quarterly

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York

Pub Health Rep—Public Health Reports. $2; single numbers 5c. w Superintendent of Documents, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C.

Pub Serv M—Public Service Magazine. $3; single numbers 25c. m Harvey J. Gonden, 35 East Wacker Drive, Chicago

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C.

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que.

Extra convention number published in February

R Econ Statis—Review of Economic Statistics. $5. q Harvard University Press, Cambridge, Mass.

Resumed indexing February, 1936

R Sci Instr—Review of Scientific Instruments with Physics News and Views. $3; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York

$1.50 to members of the Founder Societies of the Institute

Radio N—Radio News. $2.50; single numbers 25c. m Teck Publications, Inc, 461 8th Av, New York

Rand McNally Bankers Mo—Rand McNally Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago

Formerly Bankers Monthly

Rayon—Rayon Textile Monthly. $5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York

Formerly Rayon and Melliand Textile Monthly

Rayon & Melliand—Rayon and Melliand Textile Monthly. $3; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York

Name changed to Rayon Textile Monthly with July, 1936 number

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $4; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York

Roads & Sts—Roads and Streets. $1; single numbers 15c. m Gillette Pub. Co, 400 W Madison St, Chicago

Absorbed Engineering and Contracting, January, 1933

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 205 West Wacker Drive, Chicago

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £2 4s 6d; single numbers 3s 9d. m Royal Aeronautical Society, 7, Albemarle St, Piccadilly, London, W. 1

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York

Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York

Sibley J—Sibley Journal of Engineering. $2; single numbers 15c. m (except Jl-S) Sibley Journal of Engineering, Inc, Ithaca, N.Y.

Replaced by Cornell Engineer, October, 1935

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s; single numbers 1s 10d. w Society of Chemical Industry, Central House, 46 Finsbury Sq, London, E.C. 2

In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England

Soc for Advan of Management J—Society for the Advancement of Management Journal. $3. bi-m Society for the Advancement of Management, 29 W 39th St, New York

Formerly Taylor Soc & Soc Ind Eng Bul

Soc Ing Civils Mémoires—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9ᵉ)

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 345 Hudson St, New York

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia

Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany, American agent, Paul F. Hermann Co, 1910 Beechwood Blvd, Pittsburgh, Pa.

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O.

Survey of Cur Business—Survey of Current Business. $1.50; monthly 10c; weekly 5c. Superintendent of Documents, Washington, D.C.

Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week.

System—System and Business Management. See American Business

Taylor Soc & Soc Ind Eng Bul—Bulletin of the Taylor Society and of the Society of Industrial Engineers. $3. bi-m Federated Management Societies, 29 W 39th St, New York

Formerly Taylor Society Bulletin

Name changed to Society for the Advancement of Management Journal with January, 1936 number

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England

Textile World—Textile World. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York

Extra annual review number published in February

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Extra convention number published September 15

Formerly Electric Railway Journal

Trust Companies—Trust Companies $5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D. C.

Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

U S Bur For & Dom Com Domestic Commerce Ser[*]—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information Bul[*]—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion Ser[*]—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of[†] Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States.[†] Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States.[†] Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bu-[†]reau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Bur Stand J Research—Bureau of Standards Journal of Research. $2.50. m Superintendent of Documents, Washington, D.C.

Name changed to Journal of Research of the National Bureau of Standards with the July 1934 number

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Twenty-first annual report, 1935, including Technical reports nos. 508 to 541

U S Nat Bur Stand—United States National[‡] Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

VDI. See Zeit Ver Deutsch Ing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, Daily News Bldg, Chicago

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1

Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—VDI. Zeitschrift des Vereines Deutscher Ingenieure. RM 42; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany

[*] The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

[†] United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

[‡] The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
il	illustrations	rev	revised
inc	incorporated	S	September
Ja	January	sup	supplement
		tr	translated or translation or translator
		v	volume

Sample title:

Investment trusts under the microscope. C. Williams. Mag of Wall St 51:26-8+ O 29 '32

Explanation:

An article with the title given above will be found in Magazine of Wall Street, volume 51, pages 26 to 28 (continued on later pages of the issue) the October 29, 1932 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
Appleton-Century. D. Appleton-Century Co, Inc, 35 W 32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.
Blakiston. P. Blakiston's Son & Co, 1012 Walnut St, Philadelphia
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp.
Chemical Pub. Co, 300 N 3d St, Easton, Pa.
Columbia Univ. Press, 2960 Broadway, N.Y.
Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 120 Broadway, N.Y.
Crofts. F. S. Crofts & Co, 41 Union Sq, W, N.Y.
Crowell. T. Y. Crowell Company, 387-393 4th Av, N.Y.

Day. John Day Co, Inc, 386 4th Av, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.
Doubleday. Doubleday, Doran & Co, 75 Franklin Av, Garden City, N.Y.
Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago
Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 2500 Prairie Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
Harper. Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Randall Hall, Cambridge, Mass.
Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago
Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt. Henry Holt & Co, 257 4th Av, N.Y; 2626 Prairie Av, Chicago
Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 386 4th Av, N.Y; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco

Knopf. Alfred A. Knopf, 730 5th Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
Little. Little, Brown & Co, 34 Beacon St, Boston
Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
Longmans. Longmans, Green & Co, 114 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
Macmillan. The Macmillan Co, 60 5th Av, N.Y.
Manual Arts Press, 237 N Monroe St, Peoria, Ill.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
National Research Council, 2101 Constitution Av, N.W. Washington, D.C.

Oxford. Oxford University Press (Clarendon Press) (American branch), 114 5th Av, N.Y.

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 220 Broadway, N.Y.
Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.
Prentice-Hall, Inc, 70 5th Av, N.Y.
Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

Reinhold Pub. Corp, 330 W 42d St, N.Y.
Revell. Fleming H. Revell Co, 158 5th Av, N.Y.
Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.
Routledge. George Routledge & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4

Saunders. W. B. Saunders Co, West Washington Sq, Philadelphia
Scientific Bk. Corp, 15 E 26th St, N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av, N.Y; 320 E 21st St, Chicago
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.
Special Lib. Assn. Special Libraries Association, 345 Hudson St, N.Y.
Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.

Teachers College, Columbia University, 525 W 120th St, N.Y.

Univ. of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.
Viking Press, Inc, 18 E 48th St, N.Y.

West. West Pub. Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.
Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore
Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.
Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
World Peace Foundation, 40 Mt Vernon St, Boston (9); 8 W 40th St, N.Y. American Agents for the Publications of the International Labor Office, and the League of Nations

Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

1936

A & K petroleum company
Stock offered. Comm & Fin Chr 143:2870-1 O 31 '36

A & P. See Great Atlantic and Pacific tea company

ABANDONED mines. See Mines and mineral resources—Abandoned mines

ABATTOIRS. See Slaughtering and slaughterhouses

ABBREVIATIONS
Symbols and abbreviations used in engineering and science; dictionary to be undertaken. Science 82:608-9 D 27 '35

See also
Symbols

ABIES balsamea. See Balsam fir

ABIETIC acid
Resin studies; sublimed *l*-abietic acid. D. Lipkin and W. A. La Lande, jr. il Am Chem Soc J 58:1310-11 Jl '36

ABILITY
Creative re-education. F. Peterson. 112p $1 Putnam '36

See also
Age
Efficiency
Executive ability
Skill
Success

ABILITY tests
Adult intelligence. T. Weisenburg, A. Roe and K. E. McBride. 155p bibliog(p142-50) pa $1.40 Commonwealth fund, 41 E. 57th st, New York '36
Analysis of completion sentences and arithmetical problems as items for intelligence tests. H. D. Rinsland. 49p bibliog (p47-9) $1.60 Teachers college '35
Detroit tests of learning aptitude; a new instrument of mental diagnosis. H. J. Baker and B. Leland. 157p bibliog (p156-7) Public school pub. co, Bloomington, Ill. '35
E.C.P.D. considers guide for student selection. Elec Eng 55:120-1 Ja '36; Same. Civil Eng 6:67 Ja '36; Same. Mech Eng 58:67 Ja '36
Factorial analysis of ability in fundamental motor skills. L. M. Jones. 100p bibliog (p90-100) $1.50 Teachers college '35
Further study of the Ferguson form board test; relationship with Stanford achievement and the Army beta tests. M. J. Pescor. bibliog Pub Health Rep 51:1195-201 Ag 28 '36
How to pick the men you want. G. W. Wadsworth, jr. Personnel J 14:330-5 Mr '36
How to question job seekers; Cincinnati employment office develops questions and procedures. Personnel J 14:375-80 Ap '36
Interview aids and trade questions for employment offices. L. A. Thompson, jr., D. C. Laurence and A. Allardyce. 173p $2.50 Harper '36
Measurement in psychology. T. Hunt. 471p $3 Prentice-Hall '36
Occupational abilities: a study of unemployed men. N. W. Morton. 279p bibliog(p271-6) $3 Oxford; $2.50 (Toronto) '35
Selecting and guiding engineering students. C. V. Mann. Civil Eng 6:581-4 S '36
Standard testing reduced to its lowest terms. J. E. Avent. 266p bibliog(p260-1) Joseph Emory Avent, Knoxville, Tenn. '36
Statistical study of the Ferguson form board test. M. J. Pescor. bibliog Pub Health Rep 50:1815-23 D 27 '35

Teachers' marks and objective tests as indices of school adjustment. F. S. Sobel. 74p bibliog(p72-4) $1.60 Teachers college '36
Testing before training; hard directions test as a predeterminer of ability to learn to be packers and checkers in a department store. R. C. Corris. Personnel J 15:87-90 S '36
Testing salesmen of casualty insurance. M. A. Bills and L. W. Ward. Personnel J 15:55-8 Je '36
Tests and measurements in industrial education. L. V. Newkirk and H. A. Greene. 253p $2.75 Wiley '35
Tests prove worth to a utility. G. W. Wadsworth, jr. Personnel J 14:183-7 N '35
Your work abilities; how to express and apply them through man power specifications. A. W. Rahn. 134p $1.75 Harper '36

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ABITIBI power and paper company
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ABRASION
Abrasimeter measures wear resistance of any type of coating. il Automotive Ind 73:762 D 7 '35
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Accelerated method for determining wear caused by abrasion. F. D. Snell and K. W. Haeseler. bibliog il Ind & Eng Chem Anal ed 8:191-4 My 15 '36
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Some experiments in the development of a sand-abrasion machine. G. H. Spencer-Strong. bibliog diag Am Cer Soc J 19:112-15 Ap '36

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Abrasives output in 1935 up 21 percent. Oil Paint & Drug Rep 130:30 Jl 27 '36

Abrasives used in the polishing and buffing of metals. R. S. Leather. bibliog Platers' Guide 32:18-20 Ap; 24-5+ My; 16-18 Je '36; [cont in] Metal Ind 34:304 Ag '36

Ermittlung des arbeitswertes verschiedener schleifmittel im vergleich zu diamant. W. Dawihl, K. Schröter and M. Stockmayer. il Zeit Ver Deutsch Ing 80:1001-3 Ag 15 '36

Finishing plastic surfaces. J. Delmonte. bibliog il Mod Plastics 14:262+ O '36

Impact abrasion-hardness of certain minerals and ceramic products. L. H. Milligan. il Am Cer Soc J 19:187-91 Jl '36

Photomicrographic study of abrasives used in polishing telescope lenses. J. J. Ruiz. il Sci Am 154:152-3+ Mr '36

ABRASIVES—*Continued*
Preparation of iron and steel specimens for microscopic investigations. F. F. Lucas. il Am Soc for Metals Trans 24:1-21; Discussion. 21-5 Mr '36
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Polishing
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Equilibrium absorption of carbon dioxide by solutions of the ethanolamines. J. W. Mason and B. F. Dodge. Am Inst Chem Eng Trans 32:27-47; Discussion. 47-8 Mr '36
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Laboratory gas-absorption vessels. W. M. Martin. bibliog diags Ind & Eng Chem Anal ed 8:395-6 S 15 '36
Modern absorption machines for industrial refrigeration; introducing two-stage and two-fluid absorption and resorption systems. G. Maiuri. il diags Refrig Eng 32:159-62+ S '36
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See also
Petroleum refineries
—Vapor recovery

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Absorption of neutrons detected by boron and lithium. D. P. Mitchell. bibliog diags Phys R 49:453-8 Mr 15 '36
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Resonance capture of slow neutrons. H. H. Goldsmith and F. Rasetti. bibliog Phys R 50:328-31 Ag 15 '36
Theory of neutron absorption in aqueous solutions. W. H. Furry. Phys R 50:381 Ag 15 '36

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Absorption of cosmic-ray secondaries and showers. D. K. Froman and J. C. Stearns. Phys R 50:787-9 N 1 '36
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See also
Spectrum—Absorption spectra
Ultra-violet rays
X-rays—Absorption

ABSORPTION spectra. See Spectrum—Absorption spectra

ABYSSINIA. See Ethiopia

ACACIA. See Gum arabic

ACACIA mutual life insurance company
Home office building, Washington, D. C. il plans Am Arch 149:25-32 Ag '36

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Freedom of learning; letter addressed to London Times. A. Einstein, E. Schrödinger and V. Tchernavin. Science 83:372-3 Ap 17 '36
Society for the protection of science and learning to be established by the Academic assistance council. E. R. Rutherford. Science 83:372 Ap 17 '36

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Are American teachers free? H. K. Beale. 855p bibliog(p793-800) $3.50 Scribner '36
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Bookkeeping

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Depletion

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Farm accounting

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Government accounting
Interest
Inventories
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Municipal accounting
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Profit
Punched card system
Reserves
School accounting
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Surplus
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also subdivision Accounting under special subjects, e.g.

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Corporations
Electric utilities
Factories
Holding companies
Hosiery mills
Income tax
Oil companies
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Color in advertising
Posters
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Comic strip

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Continuity copy themes; eight types of advertising messages to fit into comic strip technique. A. M. Howe. il Ptr Ink 173:37, 40-1+ D 19 '35

For comic comic sections. A. H. Ude. Ptr Ink 175:29 Ap 2 '36

Fun for farmers; Goodrich uses cartoon strips to attract attention, sales story serious. il Ptr Ink 176:37+ S 17 '36

Jiggs on the job for 6,000,000; The comic weekly. Sales Management 37:664 D 1 '35

Loose thinking on comics. A. C. G. Hammesfahr. Ptr Ink 175:32 Ap 23 '36

ADVERTISEMENTS, Pictorial—*Continued*

Dog pictures

Layout and such. il Adv & Sell 27:37+ Ag 13 '36

Drawings

Ice dance of the dolls, drawn by H. R. Worch. Adv & Sell 26:24A Ja 2 '36

Exhibitions

Art directors' awards. Ptr Ink 175:99-100 Ap 23 '36

Art directors' show. il Adv & Sell 27:32a-32h My 7 '36

Nude pictures

Advertising goes nudist. P. H. Erbes, jr. il Ptr Ink 175:15-17, 20-1 Ap 30 '36

Layout and such. il Adv & Sell 27:33+ S 10 '36

Paintings

Long life for these Indians; Great Northern railway's publication of Blackfeet Indians. il Ptr Ink Mo 32:27 Ja '36

Photographs

Campaign for beauty; Community plate. il Ptg Art Q 66 no 2:28-33 '36

Candid camera in advertising. R. Lohse. il Adv & Sell 26:28b-28e F 13 '36

Europa: seven photographs by Alfred Eisenstaedt. Adv & Sell 26:24C-24E Ja 2 '36

Herbert Matter. Adv & Sell 26:28b-28c Mr 12 '36

Pardon my enthusiasm; getting ideas for a canoe campaign. G. Page and W. Eton. il Adv & Sell 27:36+ Jl 16 '36

Photographer and art director discuss layman photography. V. Sarra and E. W. Jones. il diags Ptg Art Q 65 no 4:49-56 '35

Photographs by Carola Rust. Adv & Sell 26:28g Ap 9 '36

Rise of photography. M. O'Dea. Ptr Ink 176:56 S 24 '36

Value of photographic enlargements in window displays. S. Bratesman. il Am Gas J 143:29 D '35

Portraits

Learned law on libel; Judge Hand reverses lower court on Camel-Burton case. Ptr Ink 174:15-16 Mr 19 '36

Model troubles; what is an unconditional release of a photograph? Ptr Ink 174:95 Ja 30 '36

Santa Claus

Santa misbehaves. P. H. Erbes, jr. il Ptr Ink 173:15-17 D 26 '35

Sporty old Santa Claus! Ptr Ink 174:43-4 Ja 9 '36

ADVERTISEMENTS, Small space

Deaf? corns? pimples? M. O'Dea. Ptr Ink 174:48 Ja 23 '36

Small ads with big biceps. G. Bijur. il Adv & Sell 26:28h-28j Ap 9 '36

Small space in newspapers. S. C. Lambert. il Ptr Ink Mo 33:22-4+ Ag '36

See also
Advertisements—Size

ADVERTISERS

Advertiser-agency relationship. T. G. MacGowan. Adv & Sell 26:20-1, 44-5 Ja 2 '36

Advertising agency solicitations. T. G. MacGowan. Adv & Sell 26:29+ F 13 '36

Advertising people and copy slants. R. Tinsman. 192p $2 Business bourse, 80 W. 40th st, New York '36

Idea suit protection; how advertisers and agents may safeguard themselves against liability. I. W. Digges. Ptr Ink 173:15-17+ N 21 '35

Newspaper advertisers; list of 302 leading space users for 1935 with 1934 comparisons. Ptr Ink 174:95-102 Mr 12; 84+ Mr 19; 90-7 Mr 26 '36

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Accomplishments of advertising. A. R. Sharton and H. W. Stenerson. v 1 22p pa 50c Journal of commerce, New York '35

Added ads cheer publishers. Business Week p14 Ap 18 '36

Advertising and business forecasting. J. Backman. Adv & Sell 26:26+ N 21 '35

Advertising and corporation profits. L. D. H. Weld. Ptr Ink Mo 32:46, 49 Je '36

Advertising and the jobbing foundry; objections to advertising answered. W. Balsam. il Foundry 64:28-9+ Ag '36

Advertising as interpreter; American association of advertising agencies, Pacific Coast convention. Ptr Ink 177:44 N 5 '36

Advertising films, other pictures for use with consumers. Sales Management 39:584-5 O 10 '36

Advertising for immediate sales. J. Caples 281p $3 Harper '36

Advertising held not periled by Borden ruling a legal interpretation of famous milk case I. W. Digges. Ptr Ink 174:7+ F 27 '36

Advertising parade, 1935. E. E. Calkins. Adv & Sell 26:36+ F 27 '36

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Advertising's place in marketing of steel. S. A. Knisely. Iron Age 137:46-7 My 28 '36

Attitude test shows women and old people favor advertising most. Sales Management 38:26, 28, 54+ Ja 1 '36

Auctioneer's gavel and the copy desk. C. M. Wilson. il Adv & Sell 26:23+ Ja 2 '36

Back to fundamentals; what they are and how to reach them as seen by advertising agents. Ptr Ink 174:47-9 F 20 '36

Business paper advertising—pro and con; opinions of manufacturers' agents. W. A. Allen. il Adv & Sell 27:40+ Ag 13 '36

Comeback; Berkey & Gay proves strength of consumer acceptance and dealer goodwill. R. Giles. Ptr Ink 175:7+ Je 11 '36

Cost plus what; Trade commission hearing on Goodyear brings up some basic questions of advertising policy. Ptr Ink 174:58, 63-4+ F 13 '36

Engineering mirrored in advertising. Prof Eng 21:13-19 My '36

Flavor of advertising in 1911. J. D. Adams. il Adv & Sell 27:36-7 Je 18 '36

14 advertising predictions for 1936. C. J. Eastman. Adv & Sell 26:32 Ja 30 '36

Frontal attack on advertising; chain letter, another consumer buying service, and a new radical press. Business Week p10+ F 8 '36

Fundamentals and decadence; today's best advertising is already back. W. L. Day. Ptr Ink 174:17-18, 22+ Mr 5 '36

How can we keep the brass hats sold on industrial advertising? H. N. Baum. Sales Management 39:755+ N 1 '36

How they started; digested from article in Printers' ink monthly, 1927. A. E. Haase. Ptr Ink Mo 31:38, 41-2+ D '35

How to conserve working capital of advertising. J. P. Cunningham. Ptr Ink 173:69+ N 14 '35

How to sell appropriations to management. M. W. Perinier. Adv & Sell 26:31+ N 21 '35

Impression today, sale tomorrow; revival of advertising power needed. A. W. Seiler. Ptr Ink Mo 32:34, 36+ Je '36

Is there anything new in advertising? C. A. Bates. Ptg Art Q 65 no 4:107 '35

Mechanized selling; a fundamental definition of advertising with special emphasis on direct advertising. E. K. Hunt. il Ptg Art Q 66 no 2:49-52 '36

Moving consumer dollars; under-advertised products. R. Dickinson. Ptr Ink 173:17, 20-1+ N 14 '35

Multi-products of advertising; reprinted from Printers' ink monthly, Aug. '29. H. L. Staples. Ptr Ink Mo 32:23-4+ Ja '36

Pleasant voyage; Davison's visualizer steering wheel. il Ptr Ink Mo 33:52 N '36

Preface to advertising. M. O'Dea. Ptr Ink 173:12 N 21; 37 N 28; 50 D 5; 25 D 12; 45 D 19; 12 D 26 '35; 174:12 Ja 2; 10 Ja 9; 48 Ja 23; 28 Ja 30; 41 F 6; 56 F 13; 41 F 20; 58 F 27; 36 Mr 5; 29 Mr 12; 56 Mr 19; 29 Mr 26; 175:58 Ap 2; 52 Ap 9; 50 Ap 16; 29 Ap 23; 54 Ap 30; 48 My 7; 48 My 14; 69 My 21; 61 My 28; 42 Je 4; 63 Je 11; 29 Je 18; 91 Je 25; 176:75 Jl 2; 40 Jl 9; 21 Jl 16; 101 Jl 23; 36 Jl 30; 79 Ag 6; 41 Ag 13; 72 Ag 20; 21 Ag 27; 21 S 3; 37 S 10; 44 S 17; 56 S 24; 177:46 O 1; 97 O 8; 62 O 15; 54 O 22; 66 O 29; 48 N 5; 64 N 12 '36

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Presenting: the A.P.E. plan; Advertising's planned economy. H. Deutsch. il Adv & Sell 26:30+ Ja 16 '36

Printers' ink on the air. Ptr Ink 174:90, 92-3 F 20 '36

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Retail advertising and sales promotion. C. M. Edwards, jr. and W. H. Howard. 764p $5.50 Prentice-Hall '36

Sales analysis from the management standpoint. D. R. G. Cowan. J of Business 9: 173-84 Ap '36

Sales vs. advertising. Ptr Ink 176:78-80 Jl 23 '36

Salesmanship in print; reprinted from July 29, 1926, issue. A. D. Lasker. Ptr Ink 176: 44-5, 49-52 S 24 '36

She believes in advertising! G. M. Poole. Ptr Ink 176:72-4 Jl 2 '36

Showmanship in business. K. M. Goode and M. Z. Kaufman. 218p $2.75 Harper '36

Six-point program to raise advertising credit. A. E. Sawyer. Adv & Sell 26:27+ D 5 '35

Substitutes for advertising: contests, allowances, Goodwin plan. C. B. Larrabee. Ptr Ink 173:7, 10+ D 12 '35

Tested selling ideas; from the files of Printers' ink and Printers' ink monthly. C. B. Larrabee and H. W. Marks, eds. 368p $3.50 McGraw-Hill '36

Things to go. S. H. Giellerup. Ptr Ink Mo 33:52 S '36

What does the consumer think about advertising? D. E. Robinson. Ptr Ink Mo 33: 30 Jl '36

What good will advertising do me? J. Fuld. il Chem Ind 39:62 Jl '36

See also

Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Containers
Electric signs
House organs
Merchandising
Moving pictures in advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Radio advertising
Safety advertising
Sales letters
Show windows
Slogans

also subdivision Advertising under special subjects, e.g.

Anniversaries, Company
Automobile industry and trade
Building trades
Department stores
Electric industries
Food industries and trade
Gas industry
Insurance
Insurance agents
Motor bus lines
Printing trade
Products, New
Public utilities
Railroads
Retail trade

Accounting

Salesmen's samples should not be charged to advertising. Ptr Ink 174:77-8 Ja 2 '36

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People on the way up: Curtis publishing company copy on better understanding of advertising. Ptr Ink 175:78 Ap 23 '36

Bibliography

478,193 cards in P. I. readers' service department. il Ptr Ink 174:75+ Mr 5 '36

Children, Appeal to

500,000 kids join Ward's radio Press club. V. P. McKinnie. il Sales Management 38:364-5 Mr 15 '36

Glasses for children. il Ptr Ink Mo 31:53 D '35

Juvenile clubs and contests. E. E. Grumbine. il Ptr Ink Mo 32:22-3+ My; 26-8+ Je '36

Krim-Ko builds sales among youngsters with cartoon comic sheet. Sales Management 37:648 D 1 '35

Pillsbury's printed "Play bakery" promotes the whole baking industry. il Ptg Art Q 66 no 2:36-7 '36

See also

Radio broadcasting—Children's programs

Continuity

After they've seen Paree! M. O'Dea. Ptr Ink 175:29 Je 18 '36

Erratic and irregular; Printers' Ink study of insertion schedules. Ptr Ink 177:71-2+ O 8 '36

New prospects every second. M. O'Dea. Ptr Ink 175:50 Ap 16 '36

Patterns in space buying. il Ptr Ink 177: 112-14+ O 15 '36

Perpetuated principle. M. O'Dea. Ptr Ink 173: 12 D 26 '35

Schedules grow more spotty; departure from advertising continuity and repetition. Ptr Ink 176:7+ S 24 '36

When astuteness stifles volume. C. E. Bosworth. il Nation's Business 24:54+ S '36

See also

Advertising appropriations

Copy

See Advertising copy

Cost

Advertisers' own medicine; a letter to Paul West with recommendations about application of his rate thesis. P. Ryan. Ptr Ink 174:53+ Mr 12 '36

A.N.A. president challenges advertising costs. P. B. West. Ptr Ink 174:7+ Ja 30 '36: Discussion. 174:45+ F 6; 71-3+ F 20 '36

Arithmetic for bankers. M. O'Dea. Ptr Ink 175:48 My 7 '36

Chuck holes along the advertising highway. C. McPherson. Am Business 6:33-4+ Ap '36

New tools of space buying; five methods of media evaluation, as used by four leading advertising agencies. R. Dunne. Ptr Ink 173:7, 10+ N 21 '35

So you want to cut costs? by an agency production manager. il Ptr Ink Mo 33:17+ S '36

See also

Advertising—Rates

Dealer cooperation

Coddling dealers costly. M. O'Dea. Ptr Ink 176:36 Jl 30 '36

Eternal triangle of selling. C. P. Pelham. il Ptr Ink Mo 33:13, 32 S '36

Flexible direct mail; Permutit campaign. il Ptr Ink 173:68, 73-4+ N 28 '35

How much to merchandising; percentage of appropriation to get campaign backing from salesmen and dealer. R. F. Berfield. Ptr Ink 175:84+ My 14 '36

Jayson jumps from one-type product to many in new plan, having built up brand name. il Sales Management 39:158+ Ag 1 '36

Tangible advertising; work shoe company proves to its dealers value of its national campaign. R. H. Krause. il Ptr Ink 176: 15-17+ Jl 9 '36

Teamwork for direct mail; selling the trade on its own advertising and how to use it. E. A. Malloy. il Ptr Ink Mo 32:36, 38+ Ap '36

We increased sales 20% on a product nobody wants; National casket co. B. Young. Sales Management 39:66+ Jl 15 '36

What are the most popular dealer tie-up ad sizes? Sales Management 39:144 Ag 1 '36

Wrigley advertising credo showing retailers how national program quietly helps them. P. K. Wrigley. Ptr Ink 177:6-8+ O 22 '36

Dealer helps

Advertising holds center of stage in Bausch & Lomb optical co. manual. il Ptr Ink 173: 60-2 D 26 '35

Better circulation for dealer displays. H. A. Haring. il Adv & Sell 26:26+ Ap 23 '36

Come and get your books; General Electric's direct-mail campaign brings radio prospects into stores. E. A. Braun. il Ptr Ink 173:89+ D 12 '35

Dealer display advertising. M. Gross. 182p $3 Ronald press '36

$80 dog house! J. P. Seiberling discovers something wrong with company's dealer advertising policy. M. W. Conant. Sales Management 39:714+ N 1 '36

Getting dealer ads used: Scholl manufacturing company. Ptr Ink 174:120-2 F 20 '36

Market development plan; helping the salesmen sell: Rollins hosiery mills. A. W. Little. Ptr Ink 176:7+ Jl 23 '36

ADVERTISING—Dealer helps—*Continued*
Overhauling of sales methods brings Gruen back to profit. D. G. Baird. il Sales Management 39:234+ Ag 15 '36
Show price, say these manufacturers; dealer helps with blank spaces left for filling in prices to consumers. il Ptr Ink Mo 33: 25-6 N '36
Two letters that sell; C. G. Conn musical instruments. H. W. Schwartz. Ptr Ink 173: 84-5+ D 12 '35
Water heating promotion helps. il Am Gas J 144:47-8 F '36

See also
Show cards

Dealers, Appeal to

Contest builds sales talks; Best Foods offers 1,000 prizes to retailers in promotion for new Nucoa. Ptr Ink 173:53+ N 21 '35
Dialing the dealers; Benjamin Moore & company, New York, equips its salesmen with portable radio sets. Sales Management 38:96 Ja 15 '36
$80 dog house! J. P. Seiberling discovers something wrong with company's dealer advertising policy. M. W. Conant. Sales Management 39:714+ N 1 '36
Feld-Crawford pleases grocers; Savarin coffee. Ptr Ink Mo 32:6f-6g Ja '36
Jewelry jobber gets funny in business paper campaign. il Sales Management 39:33-4 Jl 1 '36
Needed: how and why; association advertising in business papers could use more convincing arguments. B. F. Berfield. il Ptr Ink 177:52-3, 57-8+ N 5 '36
Package dealer chats; Mounds, coconut candy bar. Ptr Ink 174:58 Mr 19 '36
Ten letters in a series sent to distributors in behalf of Edison batteries. D. Gridley. Ptr Ink Mo 31:27+ D '35
To make letters sell; five seemingly sure-fire ideas gleaned from a survey of 500 presentations to dealers. F. Egner. Ptr Ink 176:7+ S 10 '36

Dentists, Appeal to

Selling a technical market; how Bakelite pushed a new dental product; Luxene resinoid. il Ptr Ink 175:49, 52-3 Je 18 '36

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A.N.A. president challenges advertising costs. P. B. West. Ptr Ink 174:7+ Ja 30 '36
Advertising's contribution. H. H. Kynett. Ptr Ink Mo 33:30+ Ag '36
Communist looks at advertising. il Adv & Sell 26:36+ Ap 23 '36
Economics of spending. M. O'Dea. Ptr Ink 174:56 Mr 19 '36
Men and machines; the Rust brothers of Memphis propose an advertising question. R. Dickinson. Ptr Ink 174:17, 20-1 Mr 19 '36
Pledged to quality, value. E. D. Babst. Ptr Ink 176:46 Ag 20 '36
Price cuts as substitutes for advertising. Ptr Ink 173:41+ D 26 '35

Employees, Appeal to

Loyalty sales; turning stockholders and employees into salesmen and customers. Ptr Ink 175:99-101 Ap 2 '36

Exhibitions

Ayer galleries. T. H. Thompson. il Adv & Sell 27:42, 66 Ag 13 '36
Brilliant packaging show and advertising exhibition; Advertising and sales club of Toronto. T. L. Crossley. Pulp & Pa of Can 36:631-2 N '35

See also
Advertisements, Pictorial—Exhibitions

Failures

Sacred cows, some purple. M. O'Dea. Ptr Ink 176:101 Jl 23 '36

Farmers, Appeal to

Editorial pages as copy guide; Conoco advertisements. W. I. Nunn. Ptr Ink 176:87-9 Ag 6 '36
Facts for farmers; Pratt food company. M. J. Sue. il Ptr Ink 175:45, 48-50 Je 11 '36
Farm fallacies and farm advertising. C. M. Wilson. il Adv & Sell 27:34+ My 21 '36
Fun for farmers; Goodrich uses cartoon strips to attract attention, sales story serious. il Ptr Ink 176:37+ S 17 '36
Hogs as contest prizes; lye manufacturer capitalizes his product by inducing farmers to write letters. il Ptr Ink 174:104-5 Ja 16 '36
Old Dobbin regains lost glory through radio-farm paper drive. J. D. Padgitt. il Sales Management 38:18-19+ Ja 1 '36
Seeks farmer good-will; Sears, Roebuck copy in institutional campaign. il Ptr Ink 173: 67-8 N 14 '35
Selling by demonstrating; Letz farm equipment. W. G. Whitehead. il Ptr Ink Mo 33: 15-16+ O '36
Service, then orders; barn equipment company wins the confidence of farmers. C. A. Minot. il Ptr Ink 175:15-17, 20-1 Je 25 '36
Simple, sincere, consistent; truthful advertising broke down tradition and made way for new calf food. M. Moore. il Ptr Ink 176: 15-17 Jl 30 '36
Tested farm-paper advertising ideas. il Ptr Ink Mo 33:82-7, 90-6 S '36

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Advertising in 1776. M. O'Dea. Ptr Ink 176: 75 Jl 2 '36
Who knows? first double-page spread in American magazine. H. Powel. Ptr Ink 173: 58 N 21 '35

Industries, Appeal to

Advertising and selling industrial goods. V. D. Reed. 287p bibliog(p271-81) $3.50 Ronald press '36
All dressed up. M. C. Rider. Ptr Ink 177:45, 48+ O 22 '36
Business paper space supports Carrier's rifle-shot selling. il Sales Management 38:256 F 15 '36
Chemical sales methods have changed since 1916. C. H. Hazard. Chem Ind 39:19-20 Jl '36
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Emotion in industrial copy. R. Giles. Ptr Ink 174:86, 90-2 F 13 '36
Follow-up; Truscon steel company uses direct mail. R. P. Dodds. Ptr Ink 173:53-4+ D 26 '35
Industrial approach; understanding of prospects' problems. W. E. Irish. Ptr Ink 173: 69, 72-4 N 21 '35
Keep 'em off my neck! answer to industrial advertising manager on advertising mediums. W. E. McFee. Ptr Ink 176:12, 15-16 S 17 '36; Discussion (It may be a stone; McFee's advice on allocating advertising outlay). C. H. Sandage; C. E. McKinney. 177:57-9 O 1 '36
No depression here; Tide water oil company. R. L. Wensley. Ptr Ink 173:15-17 D 19 '35
P. A. looks at direct mail. D. G. Clark. Ptr Ink 176:72+ Ag 27 '36
P. A.'s con the copy; seven purchasing agents tell what they like and don't like about direct-mail. J. G. Davies and others. Ptr Ink 176:57, 60-2+ S 10 '36
Selling centrifugal force. E. J. Eichler. il Ptr Ink 173:85-7+ D 19 '35
Technical men have hearts; in industrial advertising, human interest should illumine cold facts. R. Edsall. Ptr Ink 176:45, 48-9+ Ag 13 '36
Testimonials in industry. R. Giles. il Ptr Ink 174:49+ Ja 30 '36
314 mailings a week. T. D. Jolly. Ptr Ink 177: 33, 36-7 O 8 '36
What's right with industrial advertising—and why. W. L. Rickard. Ptr Ink Mo 32:32 Je '36

See also
Railroad supplies industry—Advertising

Inquiries

And then the women buy; Kerr Mason caps and jars advertising invites inquiries. il Ptr Ink 176:91-2 Ag 20 '36

ADVERTISING—Inquiries—*Continued*

Chuck holes along the advertising highway. C. McPherson. Am Business 6:33-4+ Ap '36

Coupon returns come back. B. F. Berfield. Ptr Ink 176:21, 24-7 Jl 30 '36

Customers nobody knows. W. T. Laing. il Adv & Sell 26:23, 46+ D 19 '35

Four million inquiries from magazine advertising. H. J. Rudolph. 101p $5 Columbia univ. press '36

Inquiries as a copy-testing technique. H. J. Rudolph. Adv & Sell 27:25-6+ Je 18 '36

Tangible advertising; work shoe company proves to its dealers value of its national campaign. R. H. Krause. il Ptr Ink 176:15-17+ Jl 9 '36

See also

Follow-up systems

Jobber cooperation

Jobbers vote on helps; Hamilton watch company. R. Waddell. Ptr Ink 173:66+ D 12 '35

Jobber helps

Industrial market story; consumer specialty was merchandised through jobbers into a larger outlet; Savogran co. C. H. Frankenberg. Ptr Ink 174:65+ Ja 23 '36

Rifle shot mailings; direct promotion to wholesalers. C. A. Emley. Ptr Ink 174:83-5 F 13 '36

Jobbers, Appeal to

Cheese and caramels; how Kraft got distribution for new confection. S. Soule. Ptr Ink 174:15-17+ F 27 '36

One mailing, 25% reply; introduced to jobbing trade new line of My Buddy tackle boxes. C. F. Atkinson. Ptr Ink 174:117 Ja 16 '36

Sales meeting by radio; General Electric builds conventions around broadcast. Ptr Ink 175:67-70 Ap 16 '36

Winning with a battery; Gould storage battery corp. H. H. Haupt. Ptr Ink 174:41+ Mr 5 '36

Laws and regulations

Admen vs. FTC. Business Week p31 Mr 7 '36

Advertising a commodity? status under Patman act. J. F. Hoge. Ptr Ink 177:25, 28-9+ O 8 '36

Ask trade law changes; F.T.C. suggests amendments and describes advertising review methods. Ptr Ink 173:68-9 D 5 '35

German advertising and its regulation during the last three years. F. Redlich. bibliog Harvard Business R 15 no 1:95-104 [O] '36

Law aids ad censors. J. A. Finneran. Ptr Ink 175:53+ Ap 23 '36

One way to avoid trouble. Ptr Ink 175:92 Ap 16 '36

Patman bill and advertising. H. Lazo; L. H. Engel. Adv & Sell 27:25, 48-9, 50-1 Jl 2 '36

Shall advertising stay free? I. W. Digges. Ptr Ink 175:13, 15-17 Je 4 '36

Worried publishers with combination advertising rates ponder farm paper verdict. Business Week p12 Ap 4 '36

See also

Advertising, Fraudulent

Advertising contracts

Localization

Differences in markets that affect advertising in the un-United States of America. W. A. Shaw. Adv & Sell 26:24-5+ Ap 9 '36

Hudson's localized copy. Ptr Ink 175:66 Ap 16 '36

Right in your own town. E. E. Irwin. il Ptr Ink Mo 33:22-3+ N '36

Market selection

Market and newspapers; can't increase consumer sales if the goods are not on retailers' shelves; by a newspaper space salesman. Ptr Ink 175:45+ Ap 23 '36

Measurement

For measurable advertising. M. N. Chappell. Ptr Ink 177:87-8, 90-2 N 5 '36

Men, Appeal to

Male approach. M. O'Dea. Ptr Ink 174:29 Mr 26 '36

Parents, Appeal to

Mother market; how five companies merchandize products intended for children. C. G. Muller. il Ptr Ink 177:80-3 O 22 '36

Planning

When advertising fails. L. Glaser. Ptr Ink 175:7+ Ap 23 '36

Prize contests

And then trouble comes; name contest. Ptr Ink 174:99-100 Ja 16 '36

Consumer contest—aftermath. Ptr Ink Mo 32:43 Ap '36

Consumers, roll your own ad. Business Week p27 N 7 '36

Contest antidotes. Ptr Ink 176:72 Ag 6 '36

Contest builds sales talks; Best Foods offers 1,000 prizes to retailers in promotion for new Nucoa. Ptr Ink 173:53+ N 21 '35

Contest copyright upheld; Zain advertising system. Ptr Ink 173:62 N 14 '35

Contest curve rises sharply, advertisers offer millions. L. M. Hughes. Sales Management 39:720+ N 1 '36

Contest horse. Ptr Ink 176:24 Jl 16 '36

Free food contest; Kroger hot-dated coffee. Ptr Ink 175:64 My 7 '36

General Foods seizes Texas' history week for campaign tie-up; $45,000 in prizes in a Texas centennial contest. il Sales Management 38:456 Ap 1 '36

Hogs as contest prizes; lye manufacturer capitalizes his product by inducing farmers to write letters. il Ptr Ink 174:104-5 Ja 16 '36

Juvenile clubs and contests. E. E. Grumbine. il Ptr Ink Mo 32:22-3+ My; 26-8+ Je '36

Limerick contest starts Kraft's drive on Dairy-fresh caramels. il Sales Management 38:298 Mr 1 '36

Mail-order contest; Chicago mail order company. Ptr Ink 176:36 S 10 '36

1936 trends in prize contests. J. Caples. il Adv & Sell 27:27+ Jl 16 '36

Novel contest boosts sales of water heaters; participants try to guess time of breaking of wire. il Gas Age 76:488 N 30 '35

Old Dobbin regains lost glory through radio-farm paper drive. J. D. Padgitt. il Sales Management 38:18-19+ Ja 1 '36

Over 32,000 came—guessed and went away talking gas refrigeration. H. C. Minnich. Am Gas J 144:42+ My '36

Overhauling of sales methods brings Gruen back to profit. D. G. Baird. il Sales Management 39:234+ Ag 15 '36

Premiums and 27-to-1 offer help launch Morrell co.'s Prido. il Sales Management 38:439 Ap 1 '36

Psychopath in contests. J. F. Spencer. Ptr Ink Mo 33:55 O '36

Retailers rewarded for sales; offer of premiums to dealers' salesmen. Mohawk rug. il Ptr Ink Mo 31:25-6 D '35

Road test by consumers; Standard oil company (Indiana). Ptr Ink 175:28 Ap 30 '36

Robertshaw offers $1000 prizes in Measured-cooking week. il Gas Age 77:387-8 Ap 11 '36

Scrambled word contest boosts water heaters 400 per cent; Tucson gas, electric light and power company. W. Corman. il Gas Age 78:195-6 Ag 15 '36

Standard Oil offers prizes to auto drivers for 65-day road test. il Sales Management 38:756 My 15 '36

Substitutes for advertising; contests, allowances, Goodwin plan. C. B. Larrabee. Ptr Ink 173:7, 10+ D 12 '35

Tested farm-paper advertising ideas; Lewis lye. il Ptr Ink Mo 33:87+ S '36

Tuna; headline hunt contest. Ptr Ink 174:108 F 13 '36

Victorious defensive; tactics of a street railroad; a stove manufacturer's old stove contest. A. Jackson. Ptr Ink 176:37-8+ Jl 16 '36

You write last line; advertising limericks. Ptr Ink 177:88, 92+ O 15 '36

See also

Radio advertising—Prize contests

Psychology

Customers nobody knows. W. T. Laing. il Adv & Sell 26:23, 46+ D 19 '35

ADVERTISING—Psychology—*Continued*

Finding the why in buying. R. N. McMurry. Management R 25:107-24 Ap '36

Nature in the raw. M. O'Dea. Ptr Ink 173: 25 D 12 '35

Selling mom and sis and bud and pop; against tough copy. S. H. Birchall. il Adv & Sell 27:27, 58+ Je 18 '36

Style cycles in advertising. A. Lekus. Adv & Sell 26:25-6+ Ja 2 '36

See also
Advertising research

Rates

Adjusts rate differential; St Louis Post-Dispatch. Ptr Ink 175:12 My 28 '36

Advertisers' own medicine; a letter to Paul West with recommendations about application of his rate thesis. P. Ryan. Ptr Ink 174:53+ Mr 12 '36

A.N.A. president challenges advertising costs. P. B. West. Ptr Ink 174:7+ Ja 30 '36; Discussion. 174:45+ F 6; 71-3+ F 20 '36

A.N.A. rate study. Ptr Ink 173:48 D 5 '35

Facing the rate differential problem. Adv & Sell 26:29-30+ Ap 9 '36

Farm-paper monopoly suit. Ptr Ink 175:32 Ap 2 '36

4-A's ask rate meetings. Ptr Ink 173:14 N 21 '35

Four 4-A's ponder rate dodging. Business Week p24+ My 2 '36

How publishers are facing the rate differential. Adv & Sell 27:28+ My 7 '36

Newspaper rate plan. J. E. Finneran. Ptr Ink 175:74-6 Ap 30 '36

Rate differential safe. Ptr Ink 176:10 Ag 20 '36

Rate readjustment; St Louis Globe-Democrat. Ptr Ink 175:60 Je 11 '36

Rate study; Inland daily press association. Ptr Ink 175:59-60 Je 11 '36

Space audit; advertisers study magazine rates and readers. Business Week p37-8 Ag 15 '36

That rate argument; by a space salesman. Ptr Ink 174:45, 48-9 F 27 '36

Worried publishers with combination advertising rates ponder farm paper verdict. Business Week p12 Ap 4 '36

Returns

Facts for farmers; Pratt food company. M. J. Sue. il Ptr Ink 175:45, 48-50 Je 11 '36

Moving distressed realty; Comptroller O'Connor found out some things about advertising. U. V. Wilcox. Ptr Ink 176:72-4 Jl 16 '36

Variations in advertising effectiveness depending upon the product. L. D. H. Weld. il Adv & Sell 27:21-2+ Jl 2 '36

See also
Advertising—Inquiries
Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Erratic and irregular; Printers' Ink study of insertion schedules. Ptr Ink 177:71-2+ O 8 '36

If we expect salesmen to lick the summer slump, why do we cut down summer advertising? G. W. Wilson. Sales Management 38:679-80 My 1 '36

Patterns in space buying. il Ptr Ink 177: 112-14+ O 15 '36

Schedules grow more spotty; departure from advertising continuity and repetition. Ptr Ink 176:7+ S 24 '36

To a space buyer; with table showing number of insertions in one year by 12 largest advertisers in 29 leading newspapers. Ptr Ink 173:40, 44-5+ N 14 '35

See also
Advertising, Mail—Schedules

Secretaries, Appeal to

Courting the secretary; Stenotype company campaign. Ptr Ink 176:41+ S 10 '36

Statistics

Advertising activity and motor car production. L. D. H. Weld. Ptr Ink Mo 33:49-50 N '36

Advertising activity and the publishing business. L. D. H. Weld. Ptr Ink Mo 32:39, 42 Ap '36

Advertising and corporation profits. L. D. H. Weld. Ptr Ink Mo 32:46, 49 Je '36

Advertising and national income. L. D. H. Weld. Ptr Ink Mo 33:46, 49 Jl '36

Advertising and wholesale prices. L. D. H. Weld. charts Ptr Ink Mo 32:39, 42 F '36

Advertising and wholesale trade. L. D. H. Weld. Ptr Ink Mo 33:37-8 Ag '36

Advertising compared with factory employment and payrolls. L. D. H. Weld. Ptr Ink Mo 31:49, 52-3 D '35

Advertising developments during 1935. L. D. H. Weld. Ptr Ink Mo 32:48, 50 Mr '36

Advertising hits the long pull. Business Week p9-10 Ja 18 '36

Advertising, monthly, Nov. 1934-Nov. 1935. Survey of Cur Business 16:21-2 Ja '36 [cont monthly]

Advertising, retail food prices, and the cost of living. L. D. H. Weld. Ptr Ink Mo 32:46, 48 Ja '36

Bureau of advertising annual report. Ptr Ink 175:60 Ap 23 '36

Farm-paper appropriations in 1935. Ptr Ink 174:102-3 Ja 16 '36; Correction. 174:81 Ja 30 '36

Farm papers up 33% during the first six months of 1936. Ptr Ink 176:77-8 Ag 6 '36

Five years of advertising ups and downs of three principal media. Sales Management 39:38-9 Jl 1 '36

Graphic reviews of major trends; newspaper advertising. Dun & Bradstreet 44:27 My '36

How well is advertising participating in recovery? L. D. H. Weld. Ptr Ink Mo 33:49-50 S; 43-4 O '36

It's really scientific; how and why P.I. index is the only accurate measure of advertising changes. L. D. H. Weld. Ptr Ink 175:7+ My 14 '36

January magazine advertising, 1934-1936. Ptr Ink 174:98, 100, 102 Ja 9 '36 [cont monthly]

Linage, newsprint, and circulation. L. D. H. Weld. Ptr Ink Mo 32:47-8 My '36

Magazine advertising; individual appropriations of 224 companies in 123 media during 1935. Ptr Ink 174:69-72+ Ja 16 '36

Magazine and radio expenditures. Sales Management 38:330 Mr 1 '36 [cont monthly]

Magazine volume up 11.8%; 1936 investment in 104 media. Ptr Ink 176:82, 84-7 Jl 30 '36

National advertising linage. Adv & Sell 26:32 Ja 2 '36 [cont monthly]

National advertising linage; comparison of 1935 and 1934 totals. Adv & Sell 26:30 Ja 30 '36

National magazine advertising cost, monthly, 1933 and 1934: tabulation by industries. Survey of Cur Business 16:19 F '36

Newspaper advertisers; list of 302 leading space users for 1935 with 1934 comparisons. Ptr Ink 174:95-102 Mr 12; 84+ Mr 19; 90-7 Mr 26 '36

Newspaper advertising in 1936; linage of 2,730 advertisers in 369 daily and Sunday newspapers. Ptr Ink Mo 32:65-74 Ap '36

Newspaper figures, 1935. Ptr Ink 175:97 Je 25 '36

1935 magazine and radio expenditures show gains; tabulation. Sales Management 38:112 Ja 15 '36

150 leading magazine advertisers in 1935; 150 leading radio advertisers in 1935. Adv & Sell 26:28-9+ Ja 16 '36

Radio figures; appropriations of 148 advertisers show increase over 1934 on three networks in 1935. Ptr Ink 174:93, 96-7 Ja 16 '36

Super-markets; newspaper advertising linage gains rapidly, while chains mark time. M. M. Zimmerman. Ptr Ink 176:73, 76-7+ Ag 13 '36

See also
Advertising appropriations

Stockholders, Appeal to

Dividend enclosures. A. M. Howe. il Ptr Ink 173:44-5, 48 N 28 '35

Dividend enclosures; stockholders will read data like these. A. M. Howe. il Ptr Ink 176:45, 48, 50-2 S 10 '36

ADVERTISING—Stockholders, Appeal to—*Cont.*

Dividend enclosures; why the advertising manager should supervise preparation of mail to stockholders. Ptr Ink 176:70-1 Jl 16 '36

Loyalty sales; turning stockholders and employees into salesmen and customers. Ptr Ink 175:99-101 Ap 2 '36

Sales facts for stockholders. A. M. Howe. Ptr Ink Mo 32:39-40, 42+ Je '36

Should the company's best salesman write the annual report? il Sales Management 38:682-3+ My 1 '36

Study and teaching

How to teach advertising. G. B. Hotchkiss. Ptr Ink 174:31-2, 37-8 Ja 2 '36

Practical advertising men. M. Cohn. Ptr Ink 174:77 Ja 9 '36

Taxation

Court steps on tax law. Ptr Ink 174:77 F 20 '36

Newspapers win tax case. Ptr Ink 177:16 N 5 '36

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Women, Appeal to

And then the women buy; Kerr Mason caps and jars advertising invites inquiries. il Ptr Ink 176:91-2 Ag 20 '36

Do women lack humor? M. O'Dea. Ptr Ink 176:79 Ag 6 '36

Eve gets the razzle-dazzle; are women as dumb as copywriters think? N. Krichbaum. il Adv & Sell 27:27+ S 24 '36

Get a woman's angle on a new gas range for window display copy. S. Bratesman. il Am Gas J 144:44 Mr '36

To the ladies! A. Hirose. il Adv & Sell 27:33, 74 Ag 13 '36

Vanity as sales hook; three letters that brought large volume of direct returns. W. T. Laing. Ptr Ink 174:71-3 Ja 30 '36

What interests women—and why. N. Hale. il Adv & Sell 27:27+ My 21 '36

See also
Advertising—Parents, Appeal to

Young people, Appeal to

See also
Advertising—Children, Appeal to

Finland

Fun in Finnish; the story of a cigarette. V. K. Latvala. il Ptr Ink 173:95-6, 98-9 N 14 '35

Germany

German advertising and its regulation during the last three years. F. Redlich. bibliog Harvard Business R 15 no 1:95-104 [O] '36

Great Britain

Advertising industry. Economist 123:543, 593-4 Je 6-13 '36

New York (state)

Where shall state advertising aid stop? R. M. Blankenbaker. Adv & Sell 27:28-9, 56 Ag 27 '36

Russia

Communist looks at advertising. il Adv & Sell 26:36+ Ap 23 '36

South Africa

Advertising in the Union of South Africa. U S Bur For & Dom Com Trade Information Bul 829:1-48 '36

ADVERTISING, Association

Blind spots; analyzing the objections to a national co-operative campaign of public education. R. E. Doan. Bankers M 132:225-9 Mr '36

Cool wool. Ptr Ink 176:55+ Jl 30 '36

Cooperative advertising of Ohio bankers association. Banking 29:58 N '36

Cooperative advertising picks up. Business Week p13-14 D 7 '35

Co-operative campaign; galvanizers organize. Ptr Ink 175:45 My 7 '36

Co-operative rug drive by Institute of carpet manufacturers. Ptr Ink 174:99 F 13 '36

English eat more bread; millers advertise to hold domestic flour market. M. Russell. Ptr Ink 175:69-70 Ap 30 '36

For cleaner rugs; Certified rug cleaners institute. Ptr Ink 173:78 D 12 '35

Gas industry indorses national advertising. Am Gas Assn Mo 18:123-5 Ap '36

How to assure success of group advertising. C. B. Larrabee. Ptr Ink 176:5, 7+ Ag 13 '36

Ice on the offense; aggressive national campaign in 1936. Ptr Ink 173:29+ N 21 '35

Meat, after all, has a story; packing industry needs a cooperative advertising compaign. A. M. Howe. Ptr Ink 173:77-8, 80-1 N 21 '35

Needed: how and why; association advertising in business papers could use more convincing arguments. B. F. Berfield. il Ptr Ink 177:52-3, 57-8+ N 5 '36

Pacific coast co-ops' ads; $5,000,000 will be spent next year. Business Week p27 O 10 '36

Reviving a fading market; better galvanizing campaign conducted by Zinc institute. K. J. T. Ekblaw. Ptr Ink 173:57-8+ D 5 '35

Rice demand rises in response to growers' cooperative advertising. il Sales Management 38:850-1 Je 1 '36

Rolled gold plate association teaches jewelers to talk up quality. Sales Management 39:500 O 1 '36

Romance of Calavo. H. L. Stephen. Ptr Ink 174:7+ Mr 5 '36

Salmon's platform. N. W. Mogge. Ptr Ink 174:36+ Ja 23 '36

Selling wool in summer. Adv & Sell 27:48 Je 18 '36

Smoke cigars campaign breaks with salesmen's pledge as basis. Sales Management 38:748-9 My 15 '36

Western light and vision institute launches booklet. F. A. Hansen. Elec West 75:40-1 N '35

Why cooperative advertising fails. R. O. Eastman. Adv & Sell 27:28+ My 21 '36

ADVERTISING, Cooperative

Air lines co-operate. Ptr Ink 174:44 Ja 16 '36

Back to fundamental selling urged for refrigerators. Elec West 77:25-6 Jl '36

Beef and its problem; ten cents a head (contributed by farmers) would finance profitable national advertising program. F. B. Nichols. Ptr Ink 174:25, 28-9 Ja 2 '36

Bus men would copy railroads. Business Week p12 Jl 11 '36

Canners help hotels sell big cherry stock with co-op campaign. il Sales Management 39:767 N 1 '36

Cooking schools and group advertisements push sales for contract plumber in suburban section of Los Angeles. il Dom Eng 148:65-7+ S '36

Co-operative advertising; individual manufacturer risks loss by lessening own efforts. Ptr Ink 176:115-17 Jl 23 '36

Cooperative advertising of fiduciary services. Trust Companies 61:613-15 D '35

Cooperative advertising picks up. Business Week p13-14 D 7 '35

Co-operative display; life insurance company and candy company use same drawing. R. P. Olmstead. il Ptr Ink Mo 32:52+ My '36

Cooperative gas advertising succeeds. Adv & Sell 26:34 Mr 26 '36

Cooperative store campaigns. Adv & Sell 26:40 Ap 9 '36

Effective and economical advertising through cooperation. E. H. Thomson. il Trust Companies 61:555-9 D '35

Handling the printing for an entire dealer organization; Ediphone. J. Brodie. il Ptg Art Q 66 no 1:70-5 '36

Hangover and complexion copy checks N.Y. milk sales decline. L. M. Hughes. Sales Management 37:624+ D 1 '35

Milwaukee oil heat companies advertise cooperatively. E. L. Barringer. il Nat Pet N 27:66 N 27 '35

Mystery chef broadcasts begin; cooperative advertising campaign of eastern gas companies. il Am Gas J 143:17-18 D '35

Mystery chef to sell gas in 6,000,000 homes; more than 85 eastern utilities unite for cooperative advertising project. il Gas Age 76:479-82 N 30 '35; Am Gas Assn Mo 17:435-9+ D '35

ADVERTISING, Cooperative—*Continued*

Old Dobbin regains lost glory through radio-farm paper drive. J. D. Padgitt. il Sales Management 38:18-19+ Ja 1 '36

Packers sell advertising; Pacific salmon industry. Ptr Ink 177:12 O 29 '36

Remedy for price-cutting; Arrow drug stores, Birmingham, Ala. use co-operative advertising. Ptr Ink 176:32 Ag 6 '36

20 witty ads are published every day by Paris newspaper. Business Week p35 Ap 25 '36

Two utilities amalgamate advertising activities; N.Y. Consolidated-Brooklyn Edison unite departments. Gas Age 77:231 Mr 7 '36

See also

Advertising, Association

Manufacturers and jobbers

Fifty-fifty industrial booklet; jobber and manufacturer co-operate; Allegheny stainless and Ryerson steel-service. il Ptr Ink Mo 32:17 F '36

Plan for distributors; operation as manufacturer's branch office; Perfection stove company kerosene-operated refrigerator. Ptr Ink 175:64, 66-8 Je 11 '36

See also

Advertising allowances

ADVERTISING, Direct

See also

Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Advertising and publicity sells Flint, Mich. on trolley buses. A. W. Baumgarten. il Mass Transportation 32:278-9 S '36

Advertising; its philosophy and objectives. T. Phelan. Trust Companies 63:473-6 O '36

Answers rumors with facts; advertising explains relationship between Studebaker and Autocar. il Ptr Ink 173:27 D 5 '35

Anti-crime advertising; Florida national bank of Jacksonville received advertising award. Banking 28:62-3 My '36

Competition in trust advertising. T. Phelan. il Burroughs Clearing House 20:8-10+ D '35

Developing trust new business. Trust Companies 62:78-9 Ja '36

Economic facts should be advertised. L. D. H. Weld. Adv & Sell 27:32+ Ag 13 '36

Educating youth; Illinois Central carries message to college students. il Ptr Ink 177:64+ N 5 '36

Good evening, everyone; banking institutions of Kansas City, Kan. weekly radio broadcasts. F. C. Crowell. Banking 29:62-3 Ag '36

Hotel recovery. Ptr Ink 177:84 O 1 '36

Industry speaks. A. H. Little. il Ptr Ink 177:6-8, 102-4 O 8 '36

Industry starts to show how enterprise pays the nation. L. M. Hughes. Sales Management 39:329-31 S 1 '36

Let industry speak through advertising. A. H. Little. Ptr Ink 175:7+ Ap 30 '36

Oklahoma banks an idea. il Ptr Ink Mo 31:65 D '35

Real estate recovery; three-year advertising program of Chicago title & trust company helped restore confidence. il Ptr Ink 175:60+ Je 25 '36

Write-a-will week campaign. Trust Companies 62:229-33 F '36

See also

Advertising, Association

Advertising, Institutional

Safety advertising

State advertising

ADVERTISING, Foreign

Duties on advertising matter; new Canadian regulations. Ptr Ink 174:94 F 13 '36

Paris fashion experts advertise in New York Times. Business Week p34 F 1 '36

Shipment of samples and advertising matter abroad. R. P. Wakefield. U S Bur For & Dom Com Trade Promotion Ser (rev) 79:1-68 '35

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

American chamber of horrors; the truth about food and drugs. R. deF. Lamb. 418p $2.50 Farrar & Rinehart, New York '36; Review. Business Week p9-10 F 22 '36; Review by L. Engel. Adv & Sell 26:84+ F 27 '36

Ask trade law changes; F.T.C. suggests amendments and describes advertising review methods. Ptr Ink 173:68-9 D 5 '35

See also

Advertising—Laws and regulations

Advertising ethics

ADVERTISING, Indirect

Automobile advertising by U.S. Steel. il Adv & Sell 26:44 F 13 '36

Industrial window displays help sell gas service; displays which feature industrial products made with the aid of gas heat. C. F. Clark. il Gas Age 76:493-4 D 7 '35

Robertshaw offers $1000 prizes in Measured-cooking week. il Gas Age 77:387-8 Ap 11 '36

Robertshaw Thermostat campaign is aimed at apartment tenants. Gas Age 76:487-8 N 30 '35

Sea-going magnates; corrodeless wire rope, for yachts and industry. il Ptr Ink Mo 32:31 Je '36

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to; Equipment industries—Advertising

ADVERTISING, Institutional

Advertising to win good will for business. A. Brown. Adv & Sell 26:34 Ja 30 '36

All are "ships of the line"; Queen Mary steers true course in advertising. il Ptr Ink Mo 32:23 Je '36

Are corporations just plain dumb? importance of institutional advertising. L. Barr. Comm & Fin 25:228-9+ Ap 4 '36

Behind the product; institutional advertising, 1936 style. H. M. Andrews. il Ptr Ink 175:64+ Je 18 '36

Institutional advertising and its value to the public utility; abstracts. E. Kobak. Elec W News ed 106:2277-8 Jl 25 '36; Elec West 77:14 S '36

Institutional advertising in industrial publications. il Ptr Ink Mo 31:73-4 D '35

Is institutional advertising a waste of money? M. L. Cummings, jr. Elec West 76:118-19 Je '36

Railroad tries a new sales appeal; Illinois Central system. il Am Business 6:26-8 F '36

Seeks farmer good-will; Sears, Roebuck copy in institutional campaign. il Ptr Ink 173:67-8 N 14 '35

Tested farm-paper advertising ideas; Dodge motor cars. il Ptr Ink Mo 33:92-3 S '36

See also

Anniversaries, Company—Advertising

ADVERTISING, Mail

All dressed up. M. C. Rider. Ptr Ink 177:45, 48+ O 22 '36

Analysis of gas company mailing list methods. L. J. Raymond. Am Gas Assn Proc 1935:591-7; Discussion. 598-9

Check your business on these eight vital points; ways that direct mail can be and is used. il Ptg Art Q 66 no 2:41-8 '36

Come and get your books; General electric's direct-mail campaign brings radio prospects into stores. E. A. Braun. il Ptr Ink 173:89+ D 12 '35

Copy from a P.A.'s pen. H. C. Shafer. il Ptr Ink Mo 33:17+ O '36

Courting the secretary; Stenotype company campaign. Ptr Ink 176:41+ S 10 '36

Direct mail advertising. S. M. Gamble. Weekly Underw 133:1170-1 D 14 '35; Same cond. East Underw 36:13 D 13 '35

Direct mail advertising campaigns; leaders for 1935, Cosmopolitan magazine and Buick motor company. il Adv & Sell 26:28b-28c D 5 '35

Direct-mail awards. Ptr Ink 177:44 O 1 '36

Direct mail seen as most able assistant of the life underwriter today. D. B. Slattery. Weekly Underw 134:764 Ap 11 '36; Excerpts. Nat Underw (Life ed) 40:23 Ap 17 '36

ADVERTISING, Mail—*Continued*

Flexible direct mail: Permutit campaign. il Ptr Ink 173:68, 73-4+ N 28 '35

Follow-up; Truscon steel company uses direct mail. R. P. Dodds. Ptr Ink 173:53-4+ D 26 '35

Give them something different! A. E. Peters. il Inland Ptr 98:41-3 O '36

How companies in 24 lines of business divide their printing appropriations. Ptg Art Q 66 no 1:50-1 '36

How to use printing to get the jump on a presidential year; 72 selling ideas. Ptg Art Q 65 no 4:11-13 '35

Important printing orders and the salesmen who handled them. il Ptg Art Q 66 no 2: 34-40 '36

Industrial market story; consumer specialty was merchandised through jobbers into a larger outlet; Savogran co. C. H. Frankenberg. Ptr Ink 174:65+ Ja 23 '36

Ingenious mailings build good will. A. E. Peters. il Inland Ptr 97:26 Jl '36

Keep 'em off my neck! answer to industrial advertising manager on advertising mediums. W. E. McFee. Ptr Ink 176:12, 15-16 S 17 '36; Discussion (It may be a stone; McFee's advice on allocating advertising outlay). C. H. Sandage; C. E. McKinney. 177:57-9 O 1 '36

Mailing piece for use by printers. Inland Ptr 96:60-1 Ja '36 [cont monthly]

Mechanized selling; a fundamental definition of advertising with special emphasis on direct advertising. E. K. Hunt. il Ptg Art Q 66 no 2:49-52 '36

No ills that sales can't cure. Ptg Art Q 66 no 1:17-20 '36

Noteworthy direct mail; exhibits at Cincinnati D.M.A.A. convention. M. L. Harter. il Ptr Ink Mo 33:15-16, 58 N '36

Opportunities for advertising industrial gas. H. Obermeyer. il Gas Age 77:525-7 My 16 '36

Postage stamps can help the agent; direct mail results. K. H. Mathus. Weekly Underw 134:25-6 sec 2 My 9 '36

P. A. looks at direct mail. D. G. Clark. Ptr Ink 176:72+ Ag 27 '36

P. A.'s con the copy; seven purchasing agents tell what they like and don't like about direct-mail. J. G. Davies and others. Ptr Ink 176:57, 60-2+ S 10 '36

Rifle shot mailings; direct promotion to wholesalers. C. A. Emley. Ptr Ink 174:83-5 F 13 '36

Service, then orders; barn equipment company wins the confidence of farmers. C. A. Minot. il Ptr Ink 175:15-17, 20-1 Je 25 '36

Successful direct-mail methods. J. K. Crippen. 336p $3.50 McGraw-Hill '36

Teamwork for direct mail; makes advertising dollar produce more consumer sales. E. A. Malloy. il Ptr Ink Mo 32:32, 34 My '36

Teamwork for direct mail; selling the company's own organization on its advertising. E. A. Malloy. il Ptr Ink Mo 32:22-3+ Mr '36

Teamwork for direct mail; selling the trade on its own advertising and how to use it. E. A. Malloy. il Ptr Ink Mo 32:36, 38+ Ap '36

Tested sales promotion—offsetting a slump. C. P. Mayfield. il Weekly Underw 134:1340+ Je 20 '36

Thanksgiving; seasonal direct mail appeal and gift thermometer increases business; Maag company. il Dom Eng 148:78-9 N '36

314 mailings a week. T. D. Jolly. Ptr Ink 177: 33, 36-7 O 8 '36

Treasured mail pieces; Leonard refrigerator. Ptr Ink 174:52 Mr 12 '36

Twelve direct-mail questions. H. J. Buckley. Am Business 5:20 D '35

Winning with a battery; Gould storage battery corp. H. H. Haupt. Ptr Ink 174:41+ Mr 5 '36

See also

Advertisements—Books and booklets
Calendars
Catalogs
Direct mail advertising association
Follow-up systems
House organs
Letterheads
Mail order business
Mailing lists
Sales letters
Salesmen—Advance cards and letters

Bill inserts

Bill inserts and department store sales. W. Allen. il Adv & Sell 26:30 D 19 '35

Brochures

Involved selling simplified; Trane specially prepared brochure for every inquiry, with all necessary technical information. R. L. Towne. il Ptr Ink Mo 32:14-15+ F '36

Leaves from a limited edition brochure for General electric company radio dealers. il Ptg Art Q 66 no 2:25-7 '36

Cost

Why sales letters pull—or otherwise; Quaker City rubber co. F. C. Millhoff. Ptr Ink Mo 33:38, 40 N '36

Folders

Dealers like these folders; Curlee clothing company, St Louis. il Ptr Ink 173:65+ N 21 '35

Subjective booklets. il Ptr Ink 174:79-81 F 6 '36

Postal cards

Double postcards develop fifty orders a week for furnace dealer. il Sheet Metal Worker 27:574+ O '36

Dressing up the stepchild of direct-mail; postcards by Carl Anderson. il Ptg Art Q 66 no 1:32 '36

Printing

Handling the printing for an entire dealer organization; Ediphone. J. Brodie. il Ptg Art Q 66 no 1:70-5 '36

Intimate details; why 25,000 Thomas Jefferson letters look like the original. L. Mattison. il Bankers M 132:579-82 Je '36

Returns

Each $1 spent brought $68 commissions; an analysis of the direct mail results of a Detroit general agency. S. A. Stutsman. Weekly Underw 134:990-1 My 9 '36

One mailing, 25% reply; introduced to jobbing trade new line of My Buddy tackle boxes. C. F. Atkinson. Ptr Ink 174:117 Ja 16 '36

Tested sales promotion—a letter that paid. D. B. Slattery. il Weekly Underw 134:1046 My 16 '36

Value of direct mail shown by Northwestern Mutual. Nat Underw (Life ed) 40:22 Je 12 '36

Schedules

Timing sales letters; twelve points about preparation and mailing. F. Egner. il Ptr Ink 176:17, 20-1 S 24 '36

Specimens

Handling the printing for an entire dealer organization; Ediphone. J. Brodie. il Ptg Art Q 66 no 1:70-5 '36

Nine die-cut dramatizations of universal selling points for mailing pieces. il Ptg Art Q 66 no 1:53-5 '36

Testing

Mail-order testing. F. Egner. Ptr Ink 176:57-9 Jl 9 '36

ADVERTISING, National

Advertising a commodity? status under Patman act. J. F. Hoge. Ptr Ink 177:25, 28-9+ O 8 '36

AGMA's Willis gives 20 reasons why national brands are better. Sales Management 39: 868-9 N 15 '36

Brand specifications survey among men shows that wives do the choosing. Sales Management 39:802, 804+ N 15 '36

Challenge—national and regional advertising. H. Russell. il Gas Age 77:71-2 Ja 18 '36

Differences in markets that affect advertising in the un-United States of America. W. A. Shaw. Adv & Sell 26:24-5+ Ap 9 '36

Do we use the products we recall first and consider best? Sales Management 35:566-7+ N 15 '35

Five bills and their effect on advertising. Adv & Sell 26:42+ F 13 '36

Hormel's first steps in national advertising. il Am Business 6:29-32 F '36

If industry decentralizes; meaning to advertising volume and manufacturers' sales policies. D. Gridley. Ptr Ink 176:41, 44-5+ Ag 27 '36

ADVERTISING, National—*Continued*

Is there one best method for measuring consumer use? P. Arnold. Sales Management 37:627-9+ D 1 '35

Jayson jumps from one-type product to many in new plan, having built up brand name. il Sales Management 39:158+ Ag 1 '36

Jobbers' bill of complaint; reasons for their antagonism toward national brands. P. Ball and C. B. Larrabee. Ptr Ink 177:91-4+ O 8 '36

Jobbers on national brands; status and future of advertised goods. P. Ball and C. B. Larrabee. Ptr Ink 176:63-4, 69-70+ S 24 '36

Method of advertising evaluation; irritation-association-method. D. Houghton. Ptr Ink Mo 32:18-20 Je '36

National advertisers at the Texas centennial. R. W. Dawson. il Adv & Sell 27:25-6, 40, 42 Je 4 '36

National advertising plan. front il Am Gas Assn Mo 18:247-50+ Jl-Ag '36

National brands in Milwaukee. Adv & Sell 27:36+ My 7 '36

Pacific Northwest registers many brand shifts in last four years. Sales Management 38:176 F 1 '36

Pledged to quality, value. E. D. Babst. Ptr Ink 176:46 Ag 20 '36

Retailer indicts national advertisers. P. Murphy. Adv & Sell 27:25-6+ My 7 '36

To a space buyer; with table showing number of insertions in one year by 12 largest advertisers in 29 leading newspapers. Ptr Ink 173:40, 44-5+ N 14 '35

To promote public acceptance of gas as the modern fuel; national advertising in 24 publications. H. W. Springborn. il Gas Age 77:644-8 Je 13 '36

What national advertisers can learn from retail advertisers. J. Caples. il Adv & Sell 26:24, 49 Ja 2 '36

Why national advertising. H. R. Sterrett. Am Gas J 144:33-4+ Mr '36; Same cond. Gas Age 77:507-8 My 9 '36

Would industrials profit by directing more advertising to the general public? S. Carter. il Sales Management 35:562-3 N 15 '35

Yes, the agency can learn from the retail advertiser! I. Price. il Adv & Sell 27:31+ O 22 '36

Women less particular about food brands than cosmetics. il Sales Management 39:652+ O 20 '36

See also

Advertising appropriations
Advertising campaigns
Private brands

Local tie-up

Right in your own town. E. E. Irwin. il Ptr Ink Mo 33:22-3+ N '36

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Outdoor advertising review. il Adv & Sell 26:40 Ja 16 '36

Outdoor exhibit plans. Ptr Ink 176:94 Ag 6 '36

Outdoor looks up. Ptr Ink 173:53+ N 28 '35

Outdoor towers; Glidden company. il Ptr Ink 177:48 O 1 '36

Two-thirds of outdoor advertising recalled in consumer test. Sales Management 38:910 Je 15 '36

Yardstick of outdoor advertising. Am Gas Assn Mo 18:227 Je '36

See also

Electric signs
Posters

ADVERTISING, Point-of-sale

Checking list for window display; fifty questions for advertisers. N. J. Leigh. Ptr Ink Mo 32:48+ Ap '36

How can we get salesmen to place more point-of-sale advertising? C. White. Sales Management 38:774+ My 15 '36

How to stretch the window display dollar. J. R. Garfield. il Adv & Sell 26:32+ D 5 '35

Spending display dollars wisely. M. Gross. il Ptr Ink Mo 31:21-3+ D '35

Where it is on sale; point-of-sale identification that supplements advertising and ties up retailers with campaign. P. R. Fritsch. il Ptr Ink Mo 33:21+ S '36

See also

Advertising—Dealer helps
Labels
Show cards

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

Advertising agency solicitations. T. G. MacGowan. Adv & Sell 26:29+ F 13 '36

Agency teaches space sellers. Ptr Ink 176:37-9 Jl 9 '36

Constructive space selling. G. A. Frye. Ptr Ink 176:21, 24+ Jl 2 '36

I used to live there; when the buyer of advertising has a limited perspective; by a newspaper space salesman. Ptr Ink 175:31-2 Je 4 '36

My problem is different! newspaper space salesman shows error of this reaction. Ptr Ink 175:35-6 Ap 16 '36

On district managers; by a newspaper space salesman. Ptr Ink 175:41, 45 My 21 '36

Pet peeves; by an anonymous space buyer. Adv & Sell 27:80-1 S 10 '36

Selling of newspaper advertising. G. V. Holland. 82p $2 G. V. Holland, box 6173, Los Angeles '36

Sex appeal in selling. M. B. Flynn. Ptr Ink 175:7+ Je 4 '36

United Front mobilizes. Ptr Ink 177:109-10 O 15 '36

Watch the survey's sampling. F. N. Neal. Adv & Sell 26:28-9+ Ja 30 '36

What are the specific market facts wanted by advertisers? S. G. Arnold. Sales Management 39:20 Jl 1 '36

What food advertisers think of agency solicitations. T. G. MacGowan. Food Ind 8:345 Jl '36

When the prospect shouts boo! to see you jump. B. Crowell. il Sales Management 38:148 F 1 '36

See also

Audit bureau of circulations

ADVERTISING affiliation

Annual convention, London, Ont. Ptr Ink 175:48 My 21 '36

ADVERTISING agencies

Advertiser-agency relationship. T. G. MacGowan. Adv & Sell 26:20-1, 44-5 Ja 2 '36

Advertising agency solicitations. T. G. MacGowan. Adv & Sell 26:29+ F 13 '36

Advertising at flood stage; how Pittsburgh agencies, newspapers and others functioned. V. Drayne. Ptr Ink 175:15-17+ Ap 9 '36

Agency receptionist reveals all. Adv & Sell 27:36+ O 22 '36

Agency salesmen. E. W. Greenfield. Ptr Ink 174:17+ Ja 16 '36

Agency teaches space sellers. Ptr Ink 176:37-9 Jl 9 '36

Agency wins idea suit; Ryan versus Century brewing association. Ptr Ink 175:17+ Ap 23 '36

Agency's responsibility in radio. C. E. Bowles. il Ptr Ink Mo 33:81-3 Jl '36

And the retail advertiser can learn plenty from the advertising agency. I. Price. Adv & Sell 28:46+ N 5 '36

Ayer galleries. T. H. Thompson. il Adv & Sell 27:42, 66 Ag 13 '36

BBDO leads agencies in A.B.P. business. Sales Management 38:857 Je 1 '36

Bank ad man's holiday; working in an advertising agency. G. E. Heming. Banking 29:24-5 N '36

Call off the big parade; advertiser to his advertising agency. Adv & Sell 27:32 Jl 16 '36

Dirt: a little study in agency gossip. H. Powel. Ptr Ink 174:41+ Ja 23 '36

For better production men; New York club of printing house craftsmen ask higher standards among agencies. Ptr Ink 174:79 Ja 2 '36

For election year; an advertising agency platform. H. W. Dickinson. Ptr Ink 176:69-70 Ag 27 '36

How food manufacturers employ advertising agencies. T. MacGowan. Food Ind 8:110+ Mr '36

ADVERTISING agencies—*Continued*

Idea suit protection: how advertisers and agents may safeguard themselves against liability. I. W. Digges. Ptr Ink 173:15-17+ N 21 '35

Local agency recognition; Cleveland media group. Ptr Ink 175:26 My 21 '36

Maxon's model store tests selling ideas for GE appliances. il Sales Management 38:832 Je 1 '36

New business for small agencies. N. Krichbaum. Ptr Ink Mo 33:56+ O '36

Perplexed advertiser; little fellow who thinks he can't afford big agency. Ptr Ink 176:69-70 Ag 20 '36

Six agencies. Ptr Ink 174:15-17 F 6 '36

Spud agency quits. Business Week p31 Ap 25 '36

Still perplexed; many answers to small advertiser's letter fail to offer solution which satisfies him. Ptr Ink 177:98-100 O 8 '36

What food advertisers think of agency solicitations. T. G. MacGowan. Food Ind 8:345 Jl '36

What's right about small agencies? H. Varley. Adv & Sell 27:28 Je 18 '36

What's wrong with the midget agency picture? Adv & Sell 27:27-8+ Je 4 '36

See also

Advertising, Soliciting of

Ayer, N. W., and son

Commissions

Advertiser-agency compensation. T. G. MacGowan. Adv & Sell 26:26+ Ja 16 '36

Another agency argument; Canadian advertisers answer Canadian daily newspapers association. Ptr Ink 173:65-8 D 19 '35

Canadian agency franchise. Ptr Ink 173:56 N 14 '35

How food manufacturers compensate advertising agencies. T. G. MacGowan. Food Ind 8:164-5 Ap '36

Employees

Advertising agency girls; another letter to the girls. F. L. Nichols. Ptr Ink 173:20 N 21 '35

Agency summer schedules: tabulation. Adv & Sell 27:40, 42 My 21 '36

Challenge to the girls: why not become business women? E. Norden. Ptr Ink 173:84-5 D 5 '35

New perspective in advertising personnel; less emphasis on youth. L. Brophy. Adv & Sell 26:28+ N 21 '35

Setting Dorothy right; business woman sometimes more valuable as a first lieutenant. B. D. Gwyer. Ptr Ink 173:80-1 N 14 '35

Management

Centralized copy control vs. group system. B. W. Bartlett. Ptr Ink 173:75, 79 N 14 '35

Copy assignments. T. H. Thompson. Ptr Ink 176:29, 32+ S 17 '36

Ideal production managers. E. Epstean. Ptr Ink 174:98 F 13 '36

No dice; handling the agency client who wants everything his own way. T. H. Thompson. Ptr Ink 174:59-61 F 6 '36

Should one man or two start and service an account. D. Gridley. Ptr Ink 174:49, 52-3+ Ja 16 '36

Small-agency mortality and its cure. G. Whittelsey. Adv & Sell 27:30+ Jl 16 '36

Tomorrow's agent. R. Tinsman. Ptr Ink 173:15-16 N 28 '35

Records

Agency traffic managers. C. A. Fellows. Ptr Ink Mo 32:30+ Ja; 46+ F '36

Control engraving and proofs. W. Robins. Ptr Ink Mo 32:72 Mr '36

Selection

Advertising agency selection. T. G. MacGowan. Adv & Sell 26:26, 38, 40 Ja 30 '36

How food manufacturers select advertising agencies. T. G. MacGowan. Food Ind 8:221-2 My '36

Service

Advertising agency service. T. G. MacGowan. Adv & Sell 26:66, 96, 100 F 27; 30-1, 40+ Mr 12; 29, 42+ Mr 26; 32-3+ Ap 23; 34 My 7 '36

Are agencies keeping the pace? A. W. Seiler. Adv & Sell 26:24-5+ N 21 '35

Services food advertisers want—and get from agencies. T. G. MacGowan. Food Ind 8:454-5 S '36

Space buyers

In opposition to one-paper-buy principle. Ptr Ink 174:17, 20-1 Ja 23 '36

New tools of space buying; five methods of media evaluation, as used by four leading advertising agencies. R. Dunne. Ptr Ink 173:7, 10+ N 21 '35

One-paper buy; defense by a space buyer. J. J. Boyle. Ptr Ink 174:25+ F 20 '36

Space-buying habits; by a newspaper space salesman. Ptr Ink 175:37+ Ap 9 '36

Veteran space buyer to a certain competitor! Adv & Sell 27:44 O 22 '36

Veteran space seller to agency presidents: concerning space buyers. Adv & Sell 27:36 S 10 '36

Taxation

How the new Revenue act affects advertising agencies. G. Link, jr. Adv & Sell 27:28+ Jl 16 '36

ADVERTISING allowances

Advertising a commodity? status under Patman act. J. F. Hoge. Ptr Ink 177:25, 28-9+ O 8 '36

Advertising allowances to Kroger company. Adv & Sell 26:33-4 Ja 16 '36

Allowances restored. Business Week p40 S 19 '36

A. & P. forcing price law issue; demands restoration of allowances and discounts. Business Week p13-14 S 5 '36

Check list of possible effects of the Robinson-Patman act. W. L. Thorp and E. B. George. Dun & Bradstreet 44:9-11 Ag '36; Same (Allowances and services). Ptr Ink 176:104+ S 17 '36

Expensive sulking; chain curtailment of newspaper advertising. Ptr Ink 176:37+ Jl 23 '36

How much dynamite is hidden in special allowances? A. Haring. Sales Management 38:212-13 F 15 '36

How to sell to and through department stores; the advertising allowance. E. B. Weiss. Ptr Ink 174:79-80+ My 14 '36

Kroger's allowances. Ptr Ink 174:25+ Ja 9 '36

Let's look at allowances. D. G. McPhee. Ptr Ink 177:65-6+ O 15 '36

Patman bill and advertising. H. Lazo; L. H. Engel. Adv & Sell 27:25, 48-9, 50-1 Jl 2 '36

Prelude to a brand war. Adv & Sell 27:27-8 S 10 '36

Safeway analyzes allowances. Sales Management 38:362-3 Mr 15 '36

Standard Brands explains why only chains get ad allowances. Sales Management 38:104+ Ja 15 '36

Substitutes for advertising; contests, allowances, Goodwin plan. C. B. Larrabee. Ptr Ink 173:7, 10+ D 12 '35

Walgreen allowances; Patman committee releases new lists of co-operative deals. Ptr Ink 174:94-9, 102-7 F 20; 80-3, 86-90 F 27; 86-96 Mr 5 '36; Correction. 174:96-7 Mr 19 '36

Walgreen and First National allowances feature Patman committee hearings. Sales Management 38:224, 257-61 F 15 '36

When the dealer asks for an advertising donation. L. E. Frailey. Am Business 6:44-7 Ap '36

ADVERTISING and bankers

See also

Bank advertising

ADVERTISING and employees

Teamwork for direct mail; selling the company's own organization on its advertising. E. A. Malloy. il Ptr Ink Mo 32:22-3+ Mr '36

Value of well known directors; advertisements sponsored by directors and employees. E. S. Woolley. il Banking 28:27-8+ D '35

See also

Advertising—Employees, Appeal to

ADVERTISING and sales club of Toronto

Annual exhibition, 5th, Oct. 28-31. il Pulp & Pa of Can 36:631-2 N '35

ADVERTISING and salesmen
Advertising in talk; salesmen could adapt copy writers' stuff. W. J. Weir. Ptr Ink 176:37-9 S 24 '36; Reply (Talk in advertising). H. G. Sawyer. 177:100-2 N 5 '36
Beer breaks tradition; Ballantine sees it as trade-marked product. C. W. Badenhausen. il Ptr Ink 173:57+ D 12 '35
How can we get salesmen to place more point-of-sale advertising? C. White. Sales Management 38:774+ My 15 '36
How can we keep the brass hats sold on industrial advertising? H. N. Baum. Sales Management 39:755+ N 1 '36
How much to merchandising; percentage of appropriation to get campaign backing from salesmen and dealer. B. F. Berfield. Ptr Ink 175:84+ My 14 '36
How to capitalize on the firm's advertising; pointers for salesmen. H. Simmons. Ptr Ink 176:27-8+ S 3 '36
Industrial paper advertising to assist salesmen in their selling job. Ptr Ink Mo 31:72-3 D '35
Involved selling simplified; Trane specially prepared brochure for every inquiry, with all necessary technical information. R. L. Towne. il Ptr Ink Mo 32:14-15+ F '36
Markets and newspapers; can't increase consumer sales if the goods are not on retailers' shelves; by a newspaper space salesman. Ptr Ink 175:45+ Ap 23 '36
Sales vs. advertising. Ptr Ink 176:78-80 Jl 23 '36
Score of advertising topics; give the salesman a story to tell. E. J. Hegarty. Ptr Ink Mo 31:16+ D '35

ADVERTISING appropriations
Advertising can soften taxes; improving goodwill by spending. Business Week p32-3 Jl 4 '36
Advertising hits the long pull. Business Week p9-10 Ja 18 '36
A.N.A. appropriation study. Ptr Ink 175:52 My 7 '36
Farm-paper appropriations in 1935. Ptr Ink 174:102-3 Ja 16 '36; Correction. 174:81 Ja 30 '36
How companies in 24 lines of business divide their printing appropriations. Ptg Art Q 66 no 1:50-1 '36
How much to merchandising; percentage of appropriation to get campaign backing from salesmen and dealer. B. F. Berfield. Ptr Ink 175:84+ My 14 '36
How to sell appropriations to management. M. W. Perinier. Adv & Sell 26:31+ N 21 '35
Insurance advertising; survey analyzes 1934 expenditures on percentage basis in various media. Ptr Ink 173:94-5 D 19 '35
Magazine advertising; individual appropriations of 224 companies in 123 media during 1935. Ptr Ink 174:69-72+ Ja 16 '36
Many ad budgets get rising share of net sales, A.N.A. 1935 study shows. Sales Management 38:770 My 15 '36
150 leading magazine advertisers in 1935; 150 leading radio advertisers in 1935. Adv & Sell 26:28-9+ Ja 16 '36
Placing the appropriations; Printers' ink's chart. Ptr Ink 176:83 Jl 16 '36
Radio figures; appropriations of 148 advertisers show increase over 1934 on three networks in 1935. Ptr Ink 174:93, 96-7 Ja 16 '36
Railway advertising expenditures. F. Snow. il Adv & Sell 27:31+ Je 18 '36
Sears' newspaper ads cost $45,416,268 in last six years. Sales Management 39:373 S 15 '36
Survey of 1935 industrial advertising budgets. 11p $1 National industrial advertisers assn, 100 E. Ohio st, Chicago '35
To stretch the small budget; ten proved ideas; Monument mills. J. Ungar. Ptr Ink 174:29-30, 32-3 Mr 19 '36
Tomorrow's profits. Ptr Ink 175:65+ Ap 2 '36
Up goes advertising outlay; enlarged merchandising activities in general industry for 1936. H. L. Stephen. Ptr Ink 173:7, 10+ D 26 '35

ADVERTISING art
Art directors' awards. Ptr Ink 175:99-100 Ap 23 '36
Ayer galleries. T. H. Thompson. il Adv & Sell 27:42, 66 Ag 13 '36
Mexican art and its influence on American printing. C. Moran. il Ptg Art Q 66 no 2:81-7 '36

See also
Advertisements, Pictorial

ADVERTISING as a profession
As you were. H. Powel. il Adv & Sell 25:20-1, 40+ Ag 1; 23, 46+ Ag 15; 26-7, 36+ Ag 29; 34-5, 58 S 12; 34, 36+ S 26; 30-1, 64 O 10; 32+ O 24; 26:30-1, 50+ N 7; 32-3, 44+ N 21; 30-1, 46+ D 5; 28-9, 36+ D 19 '35; 27-8, 30+ Ja 2 '36
Breaking into advertising; the beginner lands a job. W. Hanlon. 124p National library press, 110 W. 42d St, New York '35
Don't even tell your best friends. J. H. Rogers. Adv & Sell 26:30+ Mr 26 '36
If you think you're an advertising man—try this. J. A. Cowan. Adv & Sell 26:67 Mr 12 '36
On getting a start; questions need of long preliminary training for advertising men? W. A. Reiners. Ptr Ink 173:85-6 N 21 '35
So you want to write copy! W. J. Weir. Ptr Ink 175:29, 32+ Je 25 '36
Ten bucks a week to start. H. Powel. Ptr Ink 173:7+ N 14 '35; Discussion. 173:29, 32 D 5 '35
This young man had a drag. G. Victor. Ptr Ink 173:56+ N 21 '35
Tomorrow's advertising man. B. Barton. Adv & Sell 27:23-4 Jl 2 '36
Young man's business. Ptr Ink Mo 33:13 Jl '36

See also
Advertising agencies
Advertising copy writers
Advertising ethics
Advertising managers

ADVERTISING awards
Advertising awards. Ptr Ink 174:76+ F 27 '36
Annual advertising awards, 1935. il Adv & Sell 26:37-60 F 27 '36
Direct-mail awards. Ptr Ink 177:44 O 1 '36
Milk awards. Ptr Ink 173:109 N 14 '35
Newspaper promotion. Ptr Ink 175:96 Ap 9 '36
Public utilities advertising association announces this year's better copy awards. Gas Age 78:56-9+ Jl 18 '36; Am Gas Assn Mo 18:268 Jl-Ag '36; Am Gas J 145:41 Ag '36
Sohio newspaper advertising granted National Ad-views annual award. E. G. Stankey. il Nat Pet N 27:31-2 D 4 '35
That copy contest. Ptr Ink 175:79-80 Je 11 '36
Utilities copy awards. Ptr Ink 176:76 Jl 9 '36

ADVERTISING campaigns
American ice company divisions double icebox sales in year. Sales Management 38:145 F 1 '36
Cool wool. Ptr Ink 176:55+ Jl 30 '36
Co-ordinated campaign; home office, branches, salesmen and dealers have specific parts in J. I. Case company campaign. F. A. Wirt. Ptr Ink 176:25, 28-9 S 24 '36
Election campaign in behalf of Hotpoint electric ranges and water heaters. Ptr Ink 176:92 Ag 13 '36
Kool-Aid turns on ad heat as thirsty summer days approach. il Sales Management 38:642+ Ap 20 '36
New advertising accounts. Business Week p30 Ap 25 '36
New sales to old owners; Frigidaire discovers neglected and profitable replacement market for commercial refrigeration equipment. T. W. Markham. il Ptr Ink 176:15-17+ Jl 16 '36
O-Ke-Doke; Kraft-Phenix cheese flavored popcorn. A. M. Howe. il Ptr Ink 176:59-61 Jl 2 '36
Premium campaign experience; current promotion of C-H-B condiments. il Ptr Ink Mo 32:25+ F '36
S. C. Johnson sales reach all-time high in golden anniversary drive. il Sales Management 39:794-5 N 15 '36
Spuds and Twenty Grands. Ptr Ink 175:65-6 My 21 '36
Teamwork for direct mail; makes advertising dollar produce more consumer sales. E. A. Malloy. il Ptr Ink Mo 32:32, 34 My '36
Texas centennial ads, in varied media, roundup many inquiries. A. Bradshaw. il Sales Management 38:623+ Ap 20 '36

ADVERTISING campaigns—*Continued*

25,000 inquiries to stock exchange. Ptr Ink 177:58 O 29 '36

$2,000,000 of tie-up advertising greets Queen Mary's debut. L. M. Hughes. il Sales Management 38:746-7 My 15 '36

We increased sales 20% on a product nobody wants; National casket co. B. Young. Sales Management 39:66+ Jl 15 '36

What happened when we lost 40% of our sales volume; Morten milling co. found new domestic markets. F. E. Cowan. Sales Management 38:681+ My 1 '36

See also

Advertising, Association

Buy-at-home campaigns

Special weeks

Life insurance firms promote their week in 735 newspapers. il Sales Management 38:747-8 My 15 '36

Life insurance week. Ptr Ink 174:40 Mr 19 '36

To feature Texas foods week in August; use newspapers. il Sales Management 39:72 Jl 15 '36

See also

Cotton trade—United States—National cotton week

Testing

$500,000 tea test campaign. Ptr Ink 174:24 Ja 9 '36

Outlook for testing effectiveness in advertising. P. Lazarsfeld. Management R 25:3-12 Ja '36

Test the product first! test the package, the price and the advertising. R. Giles. Ptr Ink 176:41, 44-6 Jl 16 '36

ADVERTISING cards

See also

Show cards

Printing

Placing a display order wisely. M. Gross. Ptr Ink Mo 32:21-2+ Je '36

ADVERTISING characters

Fun in Finnish; the story of a cigarette. V. K. Latvala. il Ptr Ink 173:95-6, 98-9 N 14 '35

Okey Oakite. il Ptr Ink 175:91-2 Ap 2 '36

Robertshaw Thermostat campaign is aimed at apartment tenants. Gas Age 76:487-8 N 30 '35

Stephen Smart introduced at New Jersey gas convention. il Am Gas Assn Mo 18:179 My '36

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING contracts

Advertising contracts. I. Haas. Ptr Ink 175:25+, My 28 '36

ADVERTISING copy

Advertising copy. G. B. Hotchkiss. rev ed 432p $4 Harper '36

Advertising in talk; salesmen could adapt copy writers' stuff. W. J. Weir. Ptr Ink 176:37-9 S 24 '36; Reply (Talk in advertising). H. G. Sawyer. 177:100-2 N 5 '36

Advertising people and copy slants. R. Tinsman. 192p $2 Business bourse, 80 W. 40th st, New York '36

Agent offers $100 prize for young copy writers. Ptr Ink 174:75-6 Mr 19 '36

And now concerning copy. Published in biweekly numbers of Advertising and selling

Blue Jay tests shock and comedy in copy; both win. il Sales Management 38:144-5 F 1 '36

Casual invitation—or a definite date? V. O. Schwab. Adv & Sell 27:24 Ag 27 '36

Changing reader attitudes; mail-order copy of pre-depression days has lost effectiveness. P. V. Barrett. il Ptr Ink Mo 32:16+ My '36

Cliché expert looks at copy. T. H. Thompson. Ptr Ink 176:17+ Jl 23 '36

Copy and business curves; based on 24 experiences. H. T. Hovde and A. Carroll. Ptr Ink 177:86-90 O 22 '36

Copy effectiveness; study of coupon replies. H. J. Rudolph. il Ptr Ink Mo 33:20-2 Jl '36

Copy slants, then and now. M. H. Carothers. il Ptr Ink Mo 33:20-1 Ag '36

Corny copy; advertising can be news or hokum, specific or general. R. Giles. Ptr Ink 177:94-7 N 5 '36

Crossroads looks at advertising. H. A. Williams. il Adv & Sell 26:78+ F 27 '36

Customers nobody knows. W. T. Laing. il Adv & Sell 26:23, 46+ D 19 '35

Deadly dull copy. L. N. Burnett. Ptr Ink 175:76, 78 My 14 '36

Do you bathe? M. O'Dea. Ptr Ink 175:52 Ap 9 '36

Flapper copy. G. Stewart. Ptr Ink 174:82 Mr 5 '36

Frills. M. O'Dea. Ptr Ink 174:28 Ja 30 '36

How to conserve working capital of advertising. J. P. Cunningham. Ptr Ink 173:69+ N 14 '35

If John E. Powers were alive, would his copy be successful today? Modern advertising agency men answer yes and no. Ptr Ink 176:25-7+ Jl 16 '36; Discussion. 176:20 Jl 30; 106-7 Ag 20; 40 S 3 '36

If the copy is really good. W. J. Weir. Ptr Ink 175:21, 24-5 Je 4 '36

In defense of fads. A. L. Billingsley. Adv & Sell 27:30 Je 18 '36

In praise of exaggeration. M. O'Dea. Ptr Ink 173:50 D 5 '35

Letter-perfect copy; writing advertisements as if they were letters. W. J. Weir. Ptr Ink 176:27, 30-1 Ag 27 '36

Lipstick and whimsy; every advertiser is selling some percentage of illusion. S. Carter. il Ptr Ink Mo 32:16+ F '36

Lure of fiction. M. O'Dea. Ptr Ink 175:61 My 28 '36

Mr. Sloan on advertising; urges more interesting advertising. A. P. Sloan, jr. Ptr Ink 174:12 F 6 '36

Mr Sloan's criticism. F. B. Chamberlain. Ptr Ink 174:83-4 Mr 26 '36

Ordeal of Henry Ford; first person advertising. M. O'Dea. Ptr Ink 174:41 F 6 '36

Ordeal of Mr. Chrysler; first person advertising. M. O'Dea. Ptr Ink 173:12 N 21 '35

Pay-as-you-go advertising; lesson from department store advertising. K. Groesbeck. il Adv & Sell 27:21-2, 34 Jl 30 '36

Plagiarism. B. Moore. Ptr Ink 175:7+ My 28 '36

Reason-why, why reason. W. J. Weir. Ptr Ink 177:41+ N 12 '36

S-s-s-sh. . .sex! M. O'Dea. Ptr Ink 173:45 D 19 '35

Salesmanship in print; reprinted from July 29, 1926, issue. A. D. Lasker. Ptr Ink 176:44-5, 49-52 S 24 '36

Sell it as you must. W. L. Day. Adv & Sell 27:33+ My 7 '36

Selling mom and sis and bud and pop; against tough copy. S. H. Birchall. il Adv & Sell 27:27, 58+ Je 18 '36

That copy contest. Ptr Ink 175:79-80 Je 11 '36

Vanderbilt dead! advertisers' vanity. M. O'Dea. Ptr Ink 174:12 Ja 2 '36

What four decades of advertising have taught us about copy appeals; International correspondence schools. P. V. Barrett. il Ptg Art Q 65 no 4:57-60 '35

What house-to-house calls tell advertisers. K. Groesbeck. Ptr Ink 175:7+ Ap 2 '36

See also

Advertisements—Headlines

Advertisements—Testing

Advertisements, Humorous

Advertising—Psychology

Advertising ethics

Sales letters

Competitive copy

Competition in trust advertising. T. Phelan. il Burroughs Clearing House 20:8-10+ D '35

Competitive claims. Ptr Ink 176:7-9 S 17 '36; Discussion (Business bureau is willing). R. P. Clayberger. 176:14 S 24 '36

Copy should avoid criticism of competitors. il Dom Eng 148:83-4 O '36

Metal-tubers answer. il Ptr Ink 173:27 N 21 '35

Snore war looms. Ptr Ink 176:12 Jl 23 '36

Taboos. M. O'Dea. Ptr Ink 176:72 Ag 20 '36

Credibility

Master adman nobody knows; E. V. Neal. M. M. Panton. Adv & Sell 27:32, 46 S 10 '36

ADVERTISING copy—Credibility—*Continued*

There is too much truth in advertising. J. B. Gray. Adv & Sell 27:36 O 8 '36

Dramatic quality

Appraising the dramatic. M. O'Dea. Ptr Ink 174:41 Ja 16 '36

Probing the product story; some ways in which it can be dramatized. W. J. Weir. Ptr Ink 177:63-5 O 29 '36

Value of the saga in gas advertising. J. F. Doherty, jr. il Gas Age 77:223-4+ Mr 7 '36

Emotional appeal

Emotion in industrial copy. R. Giles. Ptr Ink 174:86, 90-2 F 13 '36

Emotional appeal. M. O'Dea. Ptr Ink 176:44 S 17 '36

Fashion appeal

Motors and millinery; Pontiac campaign. il Ptr Ink 173:32 D 19 '35

Fear appeal

Disease marches on. Ptr Ink 176:12+ Ag 13 '36

Ozite finds most potent campaign cry in sales point 13 years old. il Sales Management 38:386+ Mr 15 '36

Power of fear. M. O'Dea. Ptr Ink 175:29 Ap 23 '36

Still more plagues; forty-four other products become remedies for new ailments found by advertisers. Ptr Ink 174:29+ Mr 5 '36

Watch humanity! story of an advertising war, scare copy of American chain copy and recent automobile advertising. A. H. Little. Ptr Ink 173:76-80 D 5 '35

Health appeal

Hangover and complexion copy checks N.Y. milk sales decline. L. M. Hughes. Sales Management 37:624+ D 1 '35

How B&B solved the problem of a hard to advertise product. il Sales Management 38:762+ My 15 '36

Milk medicine, New York state. Business Week p30+ N 23 '35

Philip Morris plays its trump with new hygroscopic agent. L. M. Hughes. il Sales Management 38:816-17+ Je 1 '36

Schlitz, after test, goes into 400 newspapers with new vitamin D beer. L. B. Colby. il Sales Management 38:815 Je 1 '36

Historical interest

Now there's an idea! printer combined brainwork with press-work in "Hats of the world." W. C. Stremic. il Inland Ptr 96:45-8 F '36

Human interest appeal

Technical men have hearts; in industrial advertising, human interest should illumine cold facts. R. Edsall. Ptr Ink 176:45, 48-9+ Ag 13 '36

Humor

See Advertisements, Humorous

Language, style, etc.

Sesquipedalianism. J. Katz. Adv & Sell 27:34 Jl 16 '36

Sure, bad copy can be good! C. A. Bates. Ptr Ink Mo 32:24+ Je '36

See also
Advertising copy writers

Length

Campaign of the All-year club of southern California. Kavenew. il Adv & Sell 27:30 O 22 '36

Eat. M. O'Dea. Ptr Ink 177:54 O 22 '36

Too little copy. M. O'Dea. Ptr Ink 174:41 F 20 '36

Too long! they'll never read all that copy! F. B. MacLeary. il Adv & Sell 27:36+ Ag 27 '36

Word economy in the mail-order catalog. B. F. Berfield. il Ptr Ink Mo 33:22-3 S '36

Local interest

Right in your own town. E. E. Irwin. il Ptr Ink Mo 33:22-3+ N '36

Negative appeal

See also
Advertising copy—Fear appeal

News interest

General Foods seizes Texas' history week for campaign tie-up; $45,000 in prizes in a Texas centennial contest. il Sales Management 38:456 Ap 1 '36

News in sales letters. F. Egner. Ptr Ink 176:27, 30-2 Ag 20 '36

$2,000,000 of tie-up advertising greets Queen Mary's debut. L. M. Hughes. il Sales Management 38:746-7 My 15 '36

Patriotic appeal

Made-in-America club. Ptr Ink 174:48 Ja 16 '36

Pleasure appeal

It's dumb to be thrifty. S. H. Birchall. Adv & Sell 26:27+ Mr 12 '36

Price appeal

Money talks in headlines. W. E. McFee. Ptr Ink 175:37+ My 14 '36

Super-markets; advertised prices compared with those of corporate and voluntary chains. M. M. Zimmerman. Ptr Ink 176:81-2+ Ag 20 '36

Super-markets; merchandising and advertising in fight against chains and voluntaries. M. M. Zimmerman. Ptr Ink 176:85-6, 88-90 Ag 27 '36

Price quoting

Changing method of quoting prices increases sales 250 per cent; May oil burner corporation. il Ptr Ink Mo 33:82-3 N '36

Pride appeal

Pride of ownership; Blackhawk socket wrenches. P. Ferris. Ptr Ink 177:37-8+ O 15 '36

Quality appeal

Cool wool. Ptr Ink 176:55+ Jl 30 '36

Primers in quality; Marshall Field's series of buying guides for consumers. il Ptr Ink Mo 33:42+ Jl '36

Retail ape. P. Murphy. Ptr Ink 175:70 Je 11 '36

Sales-minded leaders. C. C. Provost. Ptr Ink Mo 32:46 Ap '36

Radio tie-in

Radio tie-in with other advertising. R. Giles. il Ptr Ink Mo 32:32, 35-6 F '36

Reason appeal

Reason-why, why reason. W. J. Weir. Ptr Ink 177:41+ N 12 '36

Revision

Paraphrasers; when you depersonalize advertising copy you kill it. H. L. Edsall. Ptr Ink 176:77-8 Jl 9 '36

Rimes

Okey Oakite; trade character with doggerel, dramatizes quality of product. il Ptr Ink 175:91-2 Ap 2 '36

Pork chops stir Calliope. A. M. Menadier. Ptr Ink 177:60 O 29 '36

You write last line; advertising limericks. Ptr Ink 177:88, 92+ O 15 '36

Romance appeal

Moonlight and roses. M. O'Dea. Ptr Ink 176:21 Jl 16 '36

Safety appeal

War on accidents. Ptr Ink 174:92 F 27 '36

Science appeal

Philip Morris plays its trump with new hygroscopic agent. L. M. Hughes. il Sales Management 38:816-17+ Je 1 '36

Science in advertising. Sci Am 155:65 Ag '36

Social appeal

Whoever serves progress. il Ptr Ink 175:24 My 28 '36

Specialization

Mass and class. M. O'Dea. Ptr Ink 173:37 N 28 '35

Sports interest

Muscles for sale. P. H. Erbes, jr. il Ptr Ink 177:15-17+ O 1 '36

ADVERTISING copy—*Continued*

Success appeal

Kuppenheimer tackles seedy males with dress and succeed appeal. il Sales Management 39:800 N 15 '36

Testimonials

Barnum had only one Jumbo; Dionne era of testimonials stretches before us. M. O'Dea. Ptr Ink 175:42 Je 4 '36

By verdict of jury; tests with housewives give Midco ice-box freeze newsy, convincing advertising theme. B. F. Berfield. il Ptr Ink 176:49, 53+ S 17 '36

Dollar for your opinion; Wrigley plan to find out why users prefer its product. il Ptr Ink 174:61+ Mr 26 '36

In defense of testimonials. M. O'Dea. Ptr Ink 174:58 F 27 '36

Notarized testimonials. Ptr Ink 175:52 Je 11 '36

Seductive testimonials. E. H. Gardner. Ptr Ink 173:33+ D 12 '35

Testimonial booklet, modern style; Sidney Blumenthal and company. il Ptg Art Q 66 no 1:56-61 '36

Testimonials in industry. R. Giles. il Ptr Ink 174:49+ Ja 30 '36

Testing

See Advertisements—Testing

Themes

Continuity copy themes; eight types of advertising messages to fit into comic strip technique. A. M. Howe. il Ptr Ink 173:37, 40-1+ D 19 '35

Theme's the thing. M. O'Dea. Ptr Ink 177:64 N 12 '36

Thrift appeal

Hold on to your bonds! Ptr Ink 175:12 Je 11 '36

Trial offers

Results guaranteed in advertising; claims for Purina Cow Chows backed by money-back insurance agreement. il Ptr Ink Mo 33:19+ N '36

Your money back; advertising epidemic; some case citations. B. F. Berfield. Ptr Ink 176:31-2, 37+ Ag 13 '36

Use appeal

Not only for burns; Unguentine, for treating cuts, scrapes, scratches, etc. Ptr Ink 174:60 Ja 16 '36

Vanity appeal

Vanity as sales hook; three letters that brought large volume of direct returns. W. T. Laing. Ptr Ink 174:71-3 Ja 30 '36

ADVERTISING copy writers

Advertising man's working library. Kavenew. Adv & Sell 27:26 S 24 '36

Advertising's forgotten man. J. Sill. Ptr Ink 175:61+ Ap 9 '36

Amateur copy; consumers write, or draw, the advertisements in Standard of Indiana campaign. il Ptr Ink 176:53+ Ag 13 '36

Beggars on horseback. O. B. Winters. Adv & Sell 27:24 My 7 '36

Copy assignments. T. H. Thompson. Ptr Ink 176:29, 32+ S 17 '36

45F8575 sizzle pants, $3.65; "Catalogue" and "Glory Roads" recommended. M. O'Dea. Ptr Ink 177:62 O 15 '36

Good word for the hybrid; literary qualifications help rather than hinder the copy writer. L. W. Ramsey. Ptr Ink 174:60-1 Ja 2 '36

Job wanted in advertising agency. Ptr Ink 176:84-5 Ag 13 '36

Knox hat copy. Kavenew. il Adv & Sell 27:30 O 8 '36

Literary ad-writers. T. H. Collins. Ptr Ink 174:61 Ja 2 '36

Literary men needn't apply. W. E. McFee. Ptr Ink 173:47-8, 53 D 12 '35

Once a copy writer. W. E. McFee. Ptr Ink 176:21+ Ag 6 '36

Portrait of an advertising man by his wife. Am Business 6:17+ Je '36

So you want to write copy! W. J. Weir. Ptr Ink 175:29, 32+ Je 25 '36

We learn from others. M. O'Dea. Ptr Ink 174:10 Ja 9 '36

Yes, coddle them. W. E. McFee. Ptr Ink 174:45+ Mr 19 '36

Yes, I want to write copy. T. Rover, pseud. Ptr Ink 176:66+ Jl 23 '36

ADVERTISING cut-outs

Die cut for sales emphasis. D. Gridley. il Ptr Ink Mo 33:18-20+ O '36

Pillsbury's printed "Play bakery" promotes the whole baking industry. il Ptg Art Q 66 no 2:36-7 '36

ADVERTISING departments

How can we keep the brass hats sold on industrial advertising? H. N. Baum. Sales Management 39:755+ N 1 '36

100 jobs at a time; U.S. Gypsum advertising department. E. M. Oren. il Ptg Art Q 65 no 4:31-7 '35

See also

Advertising managers

ADVERTISING ethics

Advertisements in false faces. R. M. Blankenbaker. Adv & Sell 27:36+ Ag 13 '36

A.F.A. adopts code at Boston convention. Ptr Ink 176:44-5+ Jl 9 '36

Another Raladam case. Ptr Ink 174:20 F 13 '36

Attitude test shows women and old people favor advertising most. Sales Management 38:26, 28, 54+ Ja 1 '36

Business bureaus report on rejection of copy by periodicals. Ptr Ink 173:28 D 12 '35

Can advertising be a gentleman? J. Benson. Adv & Sell 26:63, 88+ F 27 '36

Competitive claims. Ptr Ink 176:7-9 S 17 '36; Discussion (Business bureau is willing). R. P. Clayberger. 176:14 S 24 '36

Counterfeit—not your money but what it buys. A. Kallet. 95p $1.50 Vanguard press, New York '35

Crossroads looks at advertising. H. A. Williams. il Adv & Sell 26:78+ F 27 '36

Distiller proposes a 14-point code to purify liquor advertising. Sales Management 39:183 Ag 1 '36

Fight for truth in advertising. H. J. Kenner. 298p $2.50 Round table press, New York '36

Greed takes a holiday; Parker house, Boston and Royal metal manufacturing company. Ptr Ink 176:98 Jl 23 '36

Guinea pig books; they cannot be ignored. C. B. Larrabee. Ptr Ink 175:71-3+ Ap 16 '36

How the truth movement started. il Adv & Sell 27:34-5 Je 18 '36

How to conserve working capital of advertising. J. P. Cunningham. Ptr Ink 173:69+ N 14 '35

Let's do something about bad taste. S. Peabody. Adv & Sell 26:34 Mr 12 '36

Lipstick and whimsy; every advertiser is selling some percentage of illusion. S. Carter. il Ptr Ink Mo 32:16+ F '36

Model statute 25 years old. R. W. Palmer. Ptr Ink 174:21+ F 6 '36

Offensive against the offensive. G. H. Sheldon. Ptr Ink Mo 32:28+ F '36

Plagiarism. B. Moore. Ptr Ink 175:7+ My 28 '36

Poison pen of Jersey, by F. D. O'Sullivan; Review by P. H. Erbes, jr. Ptr Ink 175:62, 64-6 Je 4 '36; Review. Adv & Sell 27:34 Je 4 '36

Rayon, the unrecognized. M. Dana. il Adv & Sell 26:22+ D 19 '35

Rededication to truth. Ptr Ink 176:31-3 Jl 2 '36

Santa misbehaves. P. H. Erbes, jr. il Ptr Ink 173:15-17 D 26 '35

Seeds of the whirlwind; sappers from within are indicting advertising. P. H. Erbes, jr. Ptr Ink 175:7+ My 21 '36

Sell it as you must. W. L. Day. Adv & Sell 27:33+ My 7 '36

Simple, sincere, consistent; truthful advertising broke down tradition and made way for new calf food. M. Moore. il Ptr Ink 176:15-17 Jl 30 '36

Six-point program to raise advertising credit. A. E. Sawyer. Adv & Sell 26:27+ D 5 '35

Sporty old Santa Claus! Ptr Ink 174:43-4 Ja 9 '36

Truth in advertising. J. M. Hopkins. Ptr Ink 174:37+ Ja 16 '36

Truth in advertising, three centuries ago. E. Zubryn. Adv & Sell 26:38, 40 N 21 '35

ADVERTISING ethics—*Continued*

Where we go from here; advertising commission had germ of good idea. W. H. Ingersoll. Ptr Ink 175:73-6 Je 4 '36

Who hurts advertising? J. Henle. Ptr Ink 177: 33, 36-7+ O 22 '36

Why pick on advertising? R. Rubicam. Adv & Sell 27:26, 40-1 My 7 '36

See also

Advertising—Laws and regulations

Advertising, Fraudulent

ADVERTISING federation of America

Convention, 32d, Boston. Ptr Ink 176:44-5+ Jl 9 '36

ADVERTISING literature

Public school's picture collection; use of advertising illustrations. J. B. Menin. il Ptr Ink Mo 32:30, 32 Ap '36

See also

Advertisements—Books and booklets

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Informative booklets. Oil Paint & Drug Rep 129:32B Mr 2; 54 Ap 6; 40 Je 1; 27 Je 29; 130:59 Jl 20; 61 Ag 24; 36 O 5; 56 N 16 '36

New specimen section; sample books, portfolios, etc. showing latest developments in papers, letterhead design, typography, inks, printing processes. Ptg Art Q 66 no 1:99-100, 102+ '36

Trade literature. Published in monthly numbers of Factory management and maintenance

ADVERTISING literature, Shipment of

Duties on advertising matter; new Canadian regulations. Ptr Ink 174:94 F 13 '36

Shipment of samples and advertising matter abroad. R. P. Wakefield. U S Bur For & Dom Com Trade Promotion Ser (rev) 79:1-68 '35

ADVERTISING managers

Shedding of tears and whatnot; industrial advertising manager's duties. D. C. Miner. Ptr Ink Mo 32:19 Ja '36

ADVERTISING mediums

Advertisers' own medicine; a letter to Paul West with recommendations about application of his rate thesis. P. Ryan. Ptr Ink 174:53+ Mr 12 '36

Advertising developments during 1935. L. D. H. Weld. Ptr Ink Mo 32:48, 50 Mr '36

Business of making advertising pay. W. E. Thwing. Adv & Sell 27:27, 38, 42 O 22 '36

Five years of advertising ups and downs of three principal media. Sales Management 39:38-9 Jl 1 '36

Media and agencies. Published in semimonthly numbers of Sales management

National advertising media; what they did in 1935. Business Week p9 Ja 18 '36

Please pass the peace on earth. P. Githens. Adv & Sell 26:20-1+ D 19 '35

Radio tie-in with other advertising. R. Giles. il Ptr Ink Mo 32:32, 35-6 F '36

Space buyer asks a question. T. N. Tveter. Ptr Ink 175:36 Ap 2 '36

See also

Advertising—Rates

Advertising, Soliciting of

Advertising contracts

Audit bureau of circulations

Electric signs

Moving pictures in advertising

Radio advertising

College and school journals

Educating youth; Illinois Central carries message to college students. il Ptr Ink 177: 64+ N 5 '36

Duplication

Application vs. duplication. D. Taylor. Ptr Ink 174:29+ F 13 '36

Duplication. D. Starch. Ptr Ink 174:119 F 20 '36

Duplication; an answer, written in 1914, to one of advertising's oldest problems. Ptr Ink 174:70, 72-3+ Ja 9 '36

On duplication; by a newspaper space salesman. Ptr Ink 175:50+ Ap 30 '36

Tracing duplication an entirely practicable proceeding. R. Pepin. Ptr Ink 174:64, 66-8 Ja 30 '36

Farm papers

Editorial pages as copy guide; Conoco advertisements. W. I. Nunn. Ptr Ink 176:87-9 Ag 6 '36

Farm-paper appropriations in 1935. Ptr Ink 174:102-3 Ja 16 '36; Correction. 174:81 Ja 30 '36

Farm-paper monopoly suit. Ptr Ink 175:32 Ap 2 '36

Farm papers up 33% during the first six months of 1936. Ptr Ink 176:77-8 Ag 6 '36

Tested farm-paper advertising ideas. il Ptr Ink Mo 33:82-7, 90-6 S '36

Worried publishers with combination advertising rates ponder farm paper verdict. Business Week p12 Ap 4 '36

Foreign language press

Soliciting patronage of Jewish residents in New York and Philadelphia, Quaker City bus company. il Bus Transportation 15: 273-4 Je '36

Irregular mediums

Diplomatic ways of saying "no" to good will ad solicitations. Sales Management 39:146-7 Ag 1 '36

Irregular media. Ptr Ink 176:74 Jl 9 '36

Program advertising. Banking 29:70 N '36

Motor trucks

By your trucks you shall be known. il Am Business 5:18-20 D '35

Dressing up the truck to attract attention; illustrations. Food Ind 7:618-19 D '35

Parade of progress. Ptr Ink 174:36 F 6 '36

Tarzan enthralls kids and wins publicity for Lily-Tulip cups. L. Zahn. il Sales Management 38:142-3 F 1 '36

See also

Exhibits, Traveling

Newspapers

Added ads cheer publishers. Business Week p14 Ap 18 '36

Armour in newspapers. Ptr Ink 175:48 Je 18 '36

Color in the newspapers. il Adv & Sell 26: 31+ Ap 23 '36

Display classifieds—the advertising future; the composite page. C. W. Stokes. Adv & Sell 27:38+ Jl 16 '36

How cities differ in their newspaper reading habits. Sales Management 38:690-1, 694, 708 My 1 '36

How newspapers cover leading city markets. Sales Management 38:624+ Ap 20 '36

How newspapers cover leading retail trade areas. Sales Management 39:168+ Ag 1 '36

I used to live there; when the buyer of advertising has a limited perspective; by a newspaper space salesman. Ptr Ink 175:31-2 Je 4 '36

In opposition to one-paper-buy principle. Ptr Ink 174:17, 20-1 Ja 23 '36

Linage, newsprint, and circulation. L. D. H. Weld. Ptr Ink Mo 32:47-8 My '36

Magazines, newspapers rally forces for co-operative promotion. Business Week p24 F 1 '36

Markets and newspapers; can't increase consumer sales if the goods are not on retailers' shelves; by a newspaper space salesman. Ptr Ink 175:45+ Ap 23 '36

My problem is different! newspaper space salesman shows error of this reaction. Ptr Ink 175:35-6 Ap 16 '36

New tools of space buying; five methods of media evaluation, as used by four leading advertising agencies. R. Dunne. Ptr Ink 173:7, 10+ N 21 '35

Newspaper advertisers; list of 302 leading space users for 1935 with 1934 comparisons. Ptr Ink 174:95-102 Mr 12; 84+ Mr 19; 90-7 Mr 26 '36

Newspaper advertising in 1936; linage of 2,730 advertisers in 369 daily and Sunday newspapers. Ptr Ink Mo 32:65-74 Ap '36

Newspaper color printing shows big gain throughout depression. Sales Management 38:749 My 15 '36

Newspaper figures, 1935. Ptr Ink 175:97 Je 25 '36

Newspaper finance. Economist 124:273-4 Ag 8 '36

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One-paper buy; defense by a space buyer. J. J. Boyle. Ptr Ink 174:25+ F 20 '36

Preparing copy for newspaper color. F. Shafer. Adv & Sell 27:32 My 7 '36

Sears' newspaper ads cost $45,416,268 in last six years. Sales Management 39:373 S 15 '36

Space-buying habits; by a newspaper space salesman. Ptr Ink 175:37+ Ap 9 '36

Super-markets; newspaper advertising linage gains rapidly, while chains mark time. M. M. Zimmerman. Ptr Ink 176:73, 76-7+ Ag 13 '36

That rate argument; by a space salesman. Ptr Ink 174:45, 48-9 F 27 '36

To a space buyer; with table showing number of insertions in one year by 12 largest advertisers in 29 leading newspapers. Ptr Ink 173:40, 44-5+ N 14 '35

Wisconsin's "United front." Ptr Ink 176:20 Jl 16 '36

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Audit bureau of circulations

Periodicals

Advertising activity and the publishing business. L. D. H. Weld. Ptr Ink Mo 32:39, 42 Ap '36

Advertising rates; magazine advertising. E. R. Smith. Ptr Ink 174:72-3+ F 20 '36

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Buying begins at $20; a study of market and magazines. 141p Modern magazines, 149 Madison av, N.Y. '36

Erratic and irregular; Printers' Ink study of insertion schedules. Ptr Ink 177:71-2+ O 8 '36

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How cities differ in their magazine reading habits. Sales Management 38:218-20+ F 15 '36

How magazines differ, as shown by city preferences. Sales Management 38:296-7, 322, 324-5 Mr 1 '36

Magazine advertising; individual appropriations of 224 companies in 123 media during 1935. Ptr Ink 174:69-72+ Ja 16 '36

Magazine and radio expenditures. Sales Management 38:330 Mr 1 '36 [cont monthly]

Magazine volume up 11.8%; 1936 investment in 104 media. Ptr Ink 176:82, 84-7 Jl 30 '36

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Mass and class. M. O'Dea. Ptr Ink 173:37 N 28 '35

Money measure of magazine reader interest. W. H. Mullen. Harvard Business R 14 no 3:370-5 [Ap] '36

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1935 magazine and radio expenditures show gains; tabulation. Sales Management 38:112 Ja 15 '36

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Patterns in space buying. il Ptr Ink 177:112-14+ O 15 '36

Schedules grow more spotty; departure from advertising continuity and repetition. Ptr Ink 176:7+ S 24 '36

Space audit; advertisers study magazine rates and readers. Business Week p37-8 Ag 15 '36

Third-cover bedfellows; three big mail-order companies experiment with color pages shared in common. W. T. Laing. il Ptr Ink 176:52+ Ag 27 '36

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Tracing duplication an entirely practicable proceeding. R. Pepin. Ptr Ink 174:64, 66-8 Ja 30 '36

Watch the survey's sampling. F. N. Neal. Adv & Sell 26:28-9+ Ja 30 '36

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Fallen idols of advertising; renewal percentages. E. Shanks. Am Business 6:40+ N '36

Street car tickets

Buy a pass, get a broom; stores give discounts to bus and street car patrons. Bus Transportation 15:274-5 Je '36

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Defer business-paper rule. Ptr Ink 176:62 S 24 '36

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Keep 'em off my neck! answer to industrial advertising manager on advertising mediums. W. E. McFee. Ptr Ink 176:12, 15-16 S 17 '36; Discussion (It may be a stone; McFee's advice on allocating advertising outlay). C. H. Sandage; C. E. McKinney. 177:57-9 O 1 '36

Needed: how and why; association advertising in business papers could use more convincing arguments. B. F. Berfield. il Ptr Ink 177:52-3, 57-8+ N 5 '36

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Advertising—Industries, Appeal to

ADVERTISING men

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Times that was! J. M. Campbell. Adv & Sell 27:27, 48-9 Jl 30; 35, 88+ Ag 13 '36

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Pillsbury's printed "Play bakery" promotes the whole baking industry. il Ptg Art Q 66 no 2:36-7 '36

Printing salesman who specializes in novelty pieces. il Ptg Art Q 66 no 2:39-40 '36

Thanksgiving; seasonal direct mail appeal and gift thermometer increases business; Maag company. il Dom Eng 148:78-9 N '36

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Chemicals are bought, not sold. C. H. Hazard. Chem Ind 38:243-4 Mr '36

Consistent approach in advertising. T. K. Quinn. Adv & Sell 27:24 S 10 '36

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How food manufacturers employ advertising agencies. T. MacGowan. Food Ind 8:110+ Mr '36

It pays to advertise properly, continuously. M. O'Dea. Ptr Ink 175:58 Ap 2 '36

Perplexed advertiser; little fellow who thinks he can't afford big agency. Ptr Ink 176:69-70 Ag 20 '36

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Sleeping advertisers in building-supply field. F. Donshea. Ptr Ink 173:17, 20-1+ N 28 '35

Still perplexed; many answers to small advertiser's letter fail to offer solution which satisfies him. Ptr Ink 177:98-100 O 8 '36

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To stretch the small budget; ten proved ideas; Monument mills. J. Ungar. Ptr Ink 174:29-30, 32-3 Mr 19 '36
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Advertising appropriations

ADVERTISING portfolios
Industrial portfolio; Hewitt rubber corporation. il Ptr Ink 174:53+ F 27 '36
When two portfolios are better than one. il Ptg Art Q 66 no 2:38 '36

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Don't inflate advertising research. D. E. Robinson. Adv & Sell 26:34 N 21 '35
Echoes into thunder. M. O'Dea. Ptr Ink 174: 29 Mr 12 '36
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Technical men have hearts; in industrial advertising, human interest should illumine cold facts. R. Edsall. Ptr Ink 176:45, 48-9 Ag 13 '36
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Market research

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Research foundation. Ptr Ink 174:117-18 F 20 '36

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Report. Ind & Eng Chem News ed 14:215-16 Je 10 '36; Same. Rubber Age 39:157-9 Je '36

Petroleum division
Meeting, Pittsburgh. Oil & Gas J 35:30+ S 10 '36; Nat Pet N 28:20-2 S 9 '36

AMERICAN cities power and light corporation
Stock offered. Comm & Fin Chr 143:417-18 Jl 18 '36

AMERICAN college of life underwriters

Nine years growth. E. J. Clark. Ins Field (Boston Conv Daily ed) 65:13-14 S 24 '36

Value of C. L. U. to agent is cited. Nat Underw (Life ed) 40:1+ Ap 3 '36

AMERICAN concrete institute

Annual meeting, 32d, Chicago, Feb. 25-27; with list of names registered. Am Concrete Inst J 7:sup[news letter]1-8, 17-26 Mr '36

Annual meeting, 32d, Chicago. Concrete 44: 7-9 Mr '36; Eng N 116:356-9 Mr 5 '36; Rock Prod 39:64-5 Mr '36

Members, Jan. 1, 1936. Am Concrete Inst J 7:sup 1-62 Ja '36

Technical committees. Am Concrete Inst J 8:sup[news letter]3-7 S '36

AMERICAN conference of agriculture, industry and science. See Farm produce

AMERICAN cotton manufacturers association

Annual convention, Pinehurst, N.C. May 1-2. Textile World 86:1054-7 My '36

AMERICAN council on education

Youth commission of the American council of education; 5-year project. Monthly Labor R 42:74-5 Ja '36

AMERICAN credit indemnity company of New York

Commercial credit company to purchase American credit indemnity co. Nat Underw 40:36 Mr 26; 29+ Ap 2 '36

AMERICAN crystal sugar company

Second-largest in beet sugar; an audit. Barron's 16:16 F 17 '36

AMERICAN cyanamid company

Long-term investment opportunities. J. C. Clifford. Mag of Wall St 58:596-7 Ag 29 '36

Stocks with larger dividend prospects. S. Devlin. Mag of Wall St 57:787 Ap 11 '36

AMERICAN drug manufacturers' association

Annual meeting, 25th, White Sulphur Springs, May 4-7. Oil Paint & Drug Rep 129:21 My 11; 43-62 My 18 '36

AMERICAN electroplaters' society

Annual meeting, 24th, Cleveland, June 1-4. Metal Ind 34:207-13 Je '36; Platers' Guide 32:11-14 Je '36; Steel 98:46 Je 8 '36

AMERICAN engineering council

Annual meeting, 16th, Washington, D.C. Jan. 10-11. Eng N 116:107 Ja 16 '36; Elec Eng 55:215-16 F '36; Mech Eng 58:134-5 F '36; J Eng Educ 26:497-501 F '36

National relations. A. J. Hammond. Civil Eng 6:705-6 O '36

AMERICAN federation of labor

Adapting union methods to current changes; industrial unionism. J. L. Lewis. Ann Am Acad 184:176-83 Mr '36

A. F. of L. splits on craft union issue. Automotive Ind 74:171 F 8 '36

A. F. of L. will come through. W. Green. Mag of Wall St 57:626 Mr 14 '36

Annual convention, 55th, Atlantic City, Oct. 7-9. Monthly Labor R 41:1242-7 N '35

Goals of organized labor. W. Green. Ann Am Acad 184:147-53 Mr '36

Great labor upheaval. il Fortune 14:89-94+ O '36

It can happen here; quarrel for control of American federation of labor. P. T. Sheldrick. Mag of Wall St 57:625-7+ Mr 14 '36

Lewis again is storm center. Business Week p 12-13 My 9 '36

Lewis deals himself out; miners' president resigns from executive council to lead fight for industrial unionism. Business Week p11-12 N 30 '35

Lewis starts his war; forms committee to fight A.F. of L. policy on industrial unions. Business Week p30+ N 16 '35

National questions discussed at 1935 convention. Monthly Labor R 41:1548-54 D '35

Recent history of labor organization. M. R. Clark. Ann Am Acad 184:161-8 Mr '36

There will be strikes but—. D. C. McCarthy. Mag of Wall St 57:190-1+ D 7 '35

Whither is labor drifting? R. Lane. Barron's 16:28 F 10 '36

See also

Trade unions—United States

Building trades department

Reestablishment. Monthly Labor R 42:1278-9 My '36

AMERICAN fisheries society

Annual meeting, 66th, Grand Rapids, Sept. 2-4. Science 84:324 O 9 '36

AMERICAN foreign insurance association

Some personalities in Paris. pors East Underw 37:15+ Je 19 '36

AMERICAN foundrymen's association

Anniversary marks 40 years of foundry progress; 1886 photograph. Foundry 64:44 Ap '36

Annual meeting, 40th, Detroit, May 4-9. Steel 98:22-4, 82-4 My 11; 60-1 My 18 '36; Foundry 64:28-9, 74+ My; 60, 63 Je '36; Automotive Ind 74:696-7, 706 My 16 '36; Iron Age 137:74A-74E My 14 '36; Metal Ind 34:217-21 Je '36

Detroit committees for A.F.A. convention; portraits. Foundry 64:30-4 Ap '36

Elects five new directors. pors Foundry 64: 69+ My '36

New directors. Iron Age 138:75 Ag 13 '36; Blast F & Steel Pl 24:799-800 S '36

Work of the Safety and hygiene section. Safety Eng 71:156 Ap '36; Excerpts. Mech Eng 58:404+ Je '36

AMERICAN gas and electric company

Industrial power system. H. Lawrence. Barron's 16:5+ Je 29 '36

AMERICAN gas association

Annual meeting, 18th, Atlantic City, Oct. 25-30. Gas Age 78:485-6+, 515-30+ O 31-N 7 '36; Am Gas J 145:10-12, 14+ N '36; Am Gas Assn Mo 18:375-8 N '36

Distribution engineers 13th annual conference, Memphis, Tenn. April 6-8. Gas Age 77:435-8 Ap 25 '36

Nominating committee reports for 1936-37. pors Am Gas Assn Mo 18:254-5 Jl-Ag '36; Same. Am Gas J 145:36-7 Ag '36

Officers and directors; portraits. Gas Age 78: 440-1, 487 O 24-31 '36

Production and chemical committees, joint conference, New York, May 25-27. Gas Age 77:653-6+ Je 13 '36

Sales and new equipment emphasized at first Industrial gas sales conference. il Am Gas Assn Mo 18:154-5 Ap '36

Appliance testing laboratory

Accelerated testing activity noted at laboratories. Am Gas Assn Mo 18:78 F '36

A.G.A. laboratory research. Am Gas Assn Proc 1935:422-4

A.G.A. laboratory to issue sticker approval seals. Gas Age 77:605 My 30 '36; Same abr. Am Gas Assn Mo 18:242-3 Je '36

Association's work commended. A. Hewitt. Am Gas Assn Mo 18:20 Ja '36

Bottled gas industry recognizes A.G.A. laboratories as its testing agency. Am Gas Assn Mo 18:158-9 Ap '36

Decade of standardization; A.G.A. procedures in developing requirements for appliance and accessory certification. Ind Stand 6: 351-3 D '35

Greater service at the same cost. R. M. Conner. il Am Gas Assn Mo 18:46-8 F '36

Increases in appliance testing reflect industry optimism. Gas Age 77:595+ My 30 '36

Landmark of progress. G. E. Whitwell. Am Gas Assn Proc 1935:78-81

Oil and gas industries benefit from testing program of laboratories. H. W. Smith, jr. il Oil & Gas J 34:30 F 20 '36

Pacific coast man's viewpoint of the testing laboratories. A. F. Bridge. Am Gas Assn Proc 1935:82-4; Discussion. 84-5

Put your standards to work! H. W. Smith, jr. il Ind Stand 6:304-8 N '35

Natural gas department

Annual meeting, Chicago. Am Gas Assn Proc 1935:106-37

Annual meeting, Atlantic City. Gas Age 78: 517-18+ N 7 '36; Am Gas Assn Mo 18:401-2 N '36

Committees appointed for 1936. Am Gas Assn Mo 18:64 F '36

Meeting, Dallas, May 5-8. Gas Age 77:551-6 My 23 '36; Am Gas Assn Mo 18:207-11 Je '36; Oil & Gas J 34:87-8 My 14 '36

AMERICAN gear manufacturers association

Annual meeting, 20th, Philadelphia, April 20-21. Steel 98:53, 55+ Ap 27 '36; Iron Age 137:73 Ap 23 '36; Am Mach 80:380 i My 6 '36

Semi-annual meeting, 19th, Great Lakes, Sept. 8-10. Steel 99:27 S 14; 60, 62+ S 21 '36; Iron Age 138:75-6+ S 17 '36; Mach 43:145 O '36

AMERICAN geophysical union

Annual meeting, 17th, Washington, D.C. May 1-2. J. A. Fleming. Science 84:63-6 Jl 17 '36

AMERICAN hair and felt company

Protective committee for common stock formed. Comm & Fin Chr 143:1064 Ag 15 '36

AMERICAN institute of actuaries

Annual meeting, Minneapolis. Nat Underw (Life ed) 40:1+ Je 5; 7+ Je 12 '36; Weekly Underw 134:1281+ Je 13 '36

AMERICAN institute of architects

Annual convention, 68th, Williamsburg, May 5-8. Arch Rec 79:414+ Je '36

Design trend; exhibit for the home interior arranged for the 68th convention of the A.I.A. il Arch Forum 64:469-77 Je '36

Diary at the Williamsburg convention. H. Saylor. Am Arch 148:68-9 Je '36

So we went to Williamsburg. R. Allen. Am Arch 148:28-9 Je '36

AMERICAN institute of banking

Objectives, 1936-37. H. Verdelin. Trust Companies 63:232 Ag '36

AMERICAN institute of chemical engineers

Annual meeting, 28th, Columbus, Nov. 13-15. Chem & Met Eng 42:667-8 D '35

AMERICAN institute of electrical engineers

Annual winter meeting, New York, Jan. 28-31. Elec Eng 55:297-9 Mr '36

Annual winter meeting, New York, Jan. 28-31; abstracts of technical papers. Power Pl Eng 40:172-8 Mr '36; Power 80:98-9 F '36

Effective organization. E. B. Meyer. Elec Eng 55:855-6 Ag '36

Electrical engineers and students meet at Purdue, Oct. 24-25. Power Pl Eng 39:702 D '35

Institute prize awards announced for 1935 papers. Elec Eng 55:754-5 Je '36

Membership activities. E. S. Lee. Elec Eng 55:954-5 S '36

Newly elected national officers; portraits. Elec Eng 55:841 Jl '36

Officers and committees for 1936-37; local sections and student branches. Elec Eng 55:1051-5 S '36

Report of the board of directors. Elec Eng 55:795-808 Jl '36

Section and branch activities, annual report for 1935-36. Elec Eng 55:752-4 Je '36

Summer meeting, Pasadena, June 22-26. Elec Eng 55:926-36 Ag '36; Elec W 106:2179-84 Jl 18 '36

AMERICAN institute of laundering

G. H. Johnson discusses laundry research with Williams Haynes. il Chem Ind 38:366-8 Ap '36

AMERICAN institute of marine underwriters

Annual meeting, 38th, New York, Oct. 10. Weekly Underw 135:876 O 10 '36

AMERICAN institute of mining and metallurgical engineers

Annual meeting features; program. E. J. Kennedy. Min & Met 17:64-6 Ja '36

Annual meeting, 145th, New York, Feb. 16-21. Min & Met 17:147-55 Mr '36; Iron Age 137:22-5 F 27 '36; Steel 98:55-7 F 24 '36; Eng & Min J 137:147+ Mr '36

Divisional officers for 1936. Min & Met 16:516 D '35

General alphabetical and analytical index; publications of the American institute of mining and metallurgical engineers, 1926-1935. 431p A.I.M.E. '36

President Buehler invades the West and South. il Min & Met 16:519-23 D '35

Why young miners and metallurgists should join the A.I.M.E. C. Zapffe. Min & Met 17:499-500 O '36

Year book. Min & Met 17:1-118 sec 2 Ja '36

Coal division

Annual meeting, New York, Feb. 17-21. Coal Age 41:116-21 Mr '36

Meeting, St Louis, Oct. 28. Coal Age 40:543-6 D '35; Min & Met 16:517-19 D '35

Meeting, Pittsburgh. Coal Age 41:527-9 N '36

Industrial minerals division

Annual meeting, 1st, New York. Min & Met 17:152 Mr '36; Rock Prod 39:28-9 Mr '36

Fall meeting, State College, Sept. 24-26. Min & Met 17:528-9 N '36

Institute of metals division

Annual meeting, New York, Feb. 17-20. Metal Ind 34:87-93 Mr '36; Min & Met 17:154-5 Mr '36

Iron and steel division

Annual meeting, New York. Min & Met 17:153-4 Mr '36

Fall meeting, Cleveland, Oct. 20. Steel 99:70-1 O 26 '36

Past and future activities. C. E. Williams. Min & Met 17:254-5 My '35

Mineral industry education division

Annual meeting, New York. Min & Met 17:151-2 Mr '36

Open hearth committee

History and purposes of the Open hearth committee. L. F. Reinartz. Blast F & Steel Pl 24:319-20 Ap '36

Petroleum division

Annual meeting, New York. Oil & Gas J 34:13-14 F 27 '36; Min & Met 17:153 Mr '36

Fall meeting, Fort Worth, Oct. 8-9. Oil & Gas J 35:43+ O 15 '36; Min & Met 17:529-32 N '36

AMERICAN institute of physics

Advisory council on applied physics; meeting, Pittsburgh, Pa. Nov. 16. Science 82:512 N 29 '35

AMERICAN institute of public opinion

Polling America becomes a business; Dr George Gallup. Business Week p26-7 N 30 '35

AMERICAN institute of steel construction

Annual meeting, 14th, White Sulphur Springs, Oct. 21-23. Iron Age 138:58+ O 29 '36; Eng N 117:629 O 29 '36; Steel 99:26-8 O 26 '36

Sellers' defense; steel fabricators' bid depositary. Business Week p12 D 14 '35

AMERICAN institute of the city of New York

Gold medal and fellowships of the American institute. Science 83:97 Ja 31 '36

Program of the American institute. Science 82:565 D 13 '35

AMERICAN insurance company

Company analysis. Spectator (Property ed) 1:34-5+ My 21 '36

AMERICAN international corporation

Timely hints for the bond buyer. J. S. Williams. Mag of Wall St 57:325 Ja 4 '36

AMERICAN international underwriters corporation

Colorful personalities; housewarming in new headquarters. East Underw 37:39 My 15 '36

AMERICAN iron and steel institute

Annual meeting, 45th, New York, May 28. Steel 98:15-17+ Je 1 '36; Blast F & Steel Pl 24:493-5+ Je '36

Institute activities. W. S. Tower. Iron Age 137:49+ Je 4 '36

AMERICAN legion

American legion and public safety. H. Armand. Safety Eng 71:153-4 Ap '36

AMERICAN library association

Restudying the library chart. L. R. Wilson. Lib J 61:391-7 My 15 '36

AMERICAN library institute

American library institute; contributions of the fellows, 1935. H. O. Severance. bibliog Lib J 61:263-6 Ap 1 '36

AMERICAN life convention

Agency section meeting, Dallas. Spectator (Life ed) 137:10-11+ O 29 '36

Annual meeting, 31st, Dallas, Oct. 12-16. East Underw 37:3+ O 16 '36; Ins Field (Life ed) Conv no 65:3-22 O 16 '36; Nat Underw (Life ed) 40:1+ O 16 '36; Nat Underw (Life ed) Conv no 40:1-20 O 17 '36; Spectator (Life ed) 137:12 O 15; 6-7+ O 29 '36; Weekly Underw 135:967-76 O 17 '36

AMERICAN life convention—*Continued*

Financial section meeting, Chicago. East Underw 37:14 F 21 '36; Ins Field (Life ed) 65:5+ F 21 '36; Nat Underw (Life ed) 40:2 F 21 '36; Weekly Underw 134:385+ F 22 '36

Financial section meeting, Dallas. Ins Field (Life ed) Conv no 65:10 O 16 '36; Nat Underw (Life ed) 40:1+ O 16 '36; Nat Underw (Life ed) Conv no 40:4+ O 17 '36; Weekly Underw 135:971+ O 17 '36

Industrial section meeting, Dallas. Nat Underw (Life ed) 40:3+ O 16; 1+ O 23 '36; Nat Underw (Life ed) Conv no 40:4+ O 17 '36; Spectator (Life ed) 137:8 O 29 '36; Weekly Underw 135:987 O 17 '36

Legal section meeting, Dallas. East Underw 37:15 O 16 '36; Ins Field (Life ed) Conv no 65:12 O 16 '36; Nat Underw (Life ed) 40:1+ O 16 '36; Weekly Underw 135:969+ O 17 '36

Medical section meeting, White Sulphur Springs, June 11-13. East Underw 37:9+ Je 19 '36; Ins Field (Life ed) 65:11 Je 12; 7-8 Je 19 '36; Nat Underw (Life ed) 40:10 Je 12; 3+ Je 19 '36; Weekly Underw 134:1281, 1342 Je 13-20 '36

Veteran organization copes with insurance problems. Spectator (Life ed) 135:14 sec 2 D 12 '35

AMERICAN machinist (periodical)

Early days. F. H. Colvin. pors Am Mach 80: 329-30 Ap 22 '36

Mason Britton and Fred S. Weatherby, 35 years with American machinist. Am Mach 80:164d F 12 '36

AMERICAN management association

Annual insurance conference, 7th, Atlantic City, May 11-12. East Underw 37:1+ My 15 '36; Ins Field (Fire ed) 65:7-8 My 14 '36; Nat Underw 40:3+ My 14; 35+ My 21 '36; Spectator (Property ed) 1:18-19+ My 21 '36; Weekly Underw 134:1018+ My 16 '36

Annual meeting, New York, June 4-5. Am Mach 80:556d Je 17 '36

Annual production conference, Cleveland, April 16-17; abstracts of papers. Steel 98: 56, 58, 60 Ap 20 '36

New officers. Iron Age 138:79 Jl 9 '36

AMERICAN mathematical society

Josiah Willard Gibbs lectureship. Science 84:305-6 O 2 '36

Summer meeting, 41st, Ann Arbor, Sept. 10-13. Science 82:456 N 15 '35

Summer meeting, 42d, Cambridge, Mass. Aug. 31-Sept. 5. Science 84:284-5 S 25 '36

AMERICAN medical association

Scientific exhibit of the American medical association; awards of medals. Science 83: 570 Je 12 '36

Committee on foods seal of acceptance

Clean bill for the seal; Mr. Davis, of General Mills, traces down erroneous report about A.N.A. action. Ptr Ink 173:90+ N 21 '35

AMERICAN metal company

American Metal's potentialities; stock outlook. F. L. Amberg. il Comm & Fin 25: 311 My 2 '36

World-wide stake in metals. G. W. Mathis. Mag of Wall St 58:780-1+ O 10 '36

AMERICAN mining congress

Annual convention and exposition, 13th; topics, exhibits, portraits. Min Cong J 22: 58-79 My '36

Coal division, 13th annual meeting, Cincinnati, May 11-15. Coal Age 41:231-8 Je '36; Min Cong J 22:38-52 Je '36; Business Week p23 My 23 '36

Portraits of national officers and directors, and members of Western division board of governors and program committee. Min Cong J 22:30, 44-56 S '36

Portraits of officers. Min Cong J 22:44-5 F '36

Western division

Annual meeting, Denver, Sept. 28-Oct. 3. Min Cong J 22:28-41 O '36; Eng & Min J 137:575-7 N '36

State and district chairmen; portraits. Min Cong J 22:66-7 Jl '36

AMERICAN museum of natural history

Crocker expedition. Science 84:220-1 S 4 '36

Osborn library of vertebrate paleontology

Osborn library of vertebrate paleontology. B. Brown. Science 83:371 Ap 17 '36

Scarritt expeditions

Third Scarritt expedition. G. G. Simpson. Science 83:13-14 Ja 3 '36

AMERICAN newspaper guild

Labor board wins in Associated press case. Business Week p12-13 Jl 18 '36

AMERICAN newspaper publishers association

Annual convention, 50th, New York. Ptr Ink 175:59 Ap 23; 72-4 Ap 30 '36

AMERICAN paper and pulp association

Annual meeting, 59th, New York. Paper Tr J 102:37-43 F 20 '36

AMERICAN petroleum institute

Annual meeting, 16th, Los Angeles, Nov. 11-14. Nat Pet N 27:17-20, 22-4 N 20 '35; Automotive Ind 73:654-6 N 16 '35; Business Week p22-3 N 23 '35; Oil & Gas J 34:9-10 N 14 '35; Oil Paint & Drug Rep 128:27-8 N 18 '35; Chem & Met Eng 42:679-80 D '35

Annual report to the board of directors. Am Pet Inst Proc 16(1):30-44 '35

Directors vote to publish survey of oil industry status. Nat Pet N 27:12, 14-15 N 13 '35

Far reaching benefits to oil industry to flow from meeting of institute. A. M. Rowley. Oil & Gas J 34:18 N 21 '35

Mid-continent district of Production division 10th annual meeting, Wichita, Feb. 20-21. Oil & Gas J 34:19 F 20; 18+ F 27 '36

Mid-year meeting, Tulsa, Okla. Nat Pet N 28:33-4, 47-8 My 20 '36; Oil & Gas J 35:23-4 My 21 '36

Officers, directors, and committee members for 1936. Am Pet Inst Proc 16(1):45-50 '35

Southwestern district, Division of production spring meeting, Shreveport, April 9-10. Oil & Gas J 34:55-6 Ap 16 '36

AMERICAN pharmaceutical association

Annual convention, 84th, Dallas, Texas, Aug. 24-29. Oil Paint & Drug Rep 130:5+ S 7 '36

AMERICAN pharmaceutical manufacturers' association

Annual meeting, Hot Springs, Va. Oil Paint & Drug Rep 129:21, 23 Je 15 '36

AMERICAN philosophical society

New members and officers, 1936. Science 83: 406-7 My 1 '36

Report of the committee on research. Science 83:501-2 My 22 '36

AMERICAN physical society

Annual meeting, 37th, St Louis, Dec. 31-Jan. 2; minutes and abstracts of papers. Phys R 49:407-22 Mr 1 '36

Meeting, 205th, Washington, April 30-May 2; with abstracts of papers. Phys R 49:859-91 Je 1 '36

Proceedings of the New England section. Phys R 48:972-4; 49:479-81 D 15 '35, Mr 15 '36

Proceedings, Rochester meeting, June 22-23, 1936. Phys R 50:393-402 Ag 15 '36

AMERICAN physiological society

Meeting, Washington, D.C.; abstracts of papers. Science 83:sup8, 10-11 Ap 3 '36

AMERICAN power and light company

Earnings recover rapidly. Pub Util 17:675-6 My 21 '36

Earnings trend upward. F. C. Fullerton. il map Mag of Wall St 58:290-1+ Je 20 '36

Nation-wide utility system. H. Lawrence. Barron's 16:7 Ag 10 '36

AMERICAN psychological association

Annual meeting, 44th, Hanover, N.H. Sept. 2-5. Science 84:197 Ag 28 '36

Annual spring meeting of eastern branch, New York, April 11. Science 83:467-8 My 15 '36

AMERICAN public health association

Water pollution control discussed at public health meeting, New Orleans, Oct. 20-23. Eng N 117:654 N 5 '36

AMERICAN pulp and paper mill superintendents association

Annual meeting, 17th, Grand Rapids, June 24-26. Paper Tr J 103:35-42+, 93-118 Jl 2 '36

AMERICAN radiator and standard sanitary corporation

Profits moving up with building revival. W. Gates. il Mag of Wall St 58:704-6+ S 26 '36

AMERICAN railway bridge and building association

Annual meeting, 43d, Chicago, Oct. 20-22. Ry Age 101:633-7, 683-7 O 31-N 7 '36; Eng N 117:688-90 N 12 '36

AMERICAN railway development association

Semi-annual meeting, 27th, Chicago, Dec. 5-6. Ry Age 99:792 D 14 '35

AMERICAN railway engineering association

Annual meeting, Chicago, March 10-12. Ry Age 100:435-59 Mr 14 '36; Eng N 116:428-31 Mr 19 '36

AMERICAN refractories institute

Annual meeting, Columbus, May 20. Brick & Clay Rec 88:232 Je '36

AMERICAN retail federation

Retail rivals; Federation and Council vie for favor of independent merchants. Business Week p21-2 D 21 '35

AMERICAN road builders' association

Annual meeting, Cleveland, Jan. 20-24. Eng N 116:166-8 Ja 30 '36; Can Eng 70:13-15+ Ja 28 '36

Convention and road show, Cleveland, Jan. 20-24. il Roads & Sts 79:42-52 F '36

Road builders, big users of steel; 33d annual road show, Cleveland. il Steel 98:17-18 Ja 27 '36

AMERICAN rolling mill company

Armco and its labor army; it pays to be human. Business Week p34+ My 16 '36

Sheet-steel independent; audit. Barron's 16:16 Mr 16 '36

Tell the employee and tell him why; interview with C. R. Hook. A. Van Vlissingen, jr. il Factory Management 94:38-40+ O '36

Thirty-five years without a strike. C. R. Hook. Mag of Wall St 58:272-3+ Je 20 '36

AMERICAN safety razor corporation

Profit opportunities among the specialties. Mag of Wall St 58:722-3 S 26 '36

AMERICAN sheet and tin plate company

Merged with Carnegie-Illinois steel corp. Steel 98:14-15 Ap 13 '36

AMERICAN smelting and refining company

Heading back to prosperity. L. Stern. il Mag of Wall St 57:772-4+ Ap 11 '36

Studies of individual stocks. Barron's 16:16 Je 15 '36

AMERICAN society for better housing

Better housing society. Am Arch 149:6 O '36

Home clinics grow more astute as Manhattan architects publish 30 plans. Arch Forum 65:486+ N '36

AMERICAN society for metals

Annual meeting, Cleveland. Iron Age 138:18-20, 26-34, 34A+ O 29 '36; Steel 99:64-5+ O 26 '36

AMERICAN society for testing materials

Annual meeting, 39th, Atlantic City, June 29-July 3. Steel 99:24, 66, 101 Jl 6; 60, 62-3+ Jl 13 '36; Iron Age 138:61-5+ Jl 9 '36; Metal Ind 34:254-7 Jl '36; Ry Age 101:73-5+ Jl 11 '36; Eng N 117:58-61, 82-4 Jl 9-16 '36; Foundry 64:28+ Jl '36; Concrete 44:18-19 Ag '36; Power Pl Eng 40:545-6 S '36

Committees evolve new standards and tests, Pittsburgh, March 2-4. Steel 98:49-50+ Mr 16 '36; Metal Ind 34:133-5 Ap '36; Automotive Ind 74:460 Mr 28 '36; Foundry 64:96 Ap '36

Officers, 1936-1937. Mech Eng 58:534 Ag '36

Sectional committee on petroleum announced. Oil & Gas J 34:30 My 7 '36

Spring regional meeting, Pittsburgh, March 4. Steel 98:43+ Mr 9 '36; Iron Age 137:55, 81-8 Mr 12 '36; Eng N 116:395-7 Mr 12 '36

Textile committee

Fall meeting of Committee D-13. Textile World 85:2244-6 N '35

AMERICAN society of civil engineers

Annual meeting, New York. Eng N 116:131-5 Ja 23 '36

Annual report of the board of direction for the year ending December 31, 1935. Am Soc C E Proc 62:sup 1-23 F '36

Awards. Science 83:26-7 Ja 10 '36

Early presidents of the Society. Civil Eng 6:274-5, 338-9, 395-7, 480-1, 536-7, 605-6, 710-11, 773-5, 833-4 Ap-D '36

Fall meeting, Pittsburgh, Oct. 13-16. Eng N 117:584-8, 610-13 O 22-29 '36; Civil Eng 6:765-6 N '36; Power 80:617-18 N '36

New elections to honorary membership. Civil Eng 6:59-62 Ja '36

Prizes awarded at annual meeting. Boston Soc C E J 23:109-10 Ap '36

Prizes awarded for 1935; portraits, sketches. Civil Eng 6:56-9 Ja '36

Professional activities of the Society; abstracts of addresses. E. P. Goodrich and others. Civil Eng 6:699-709 O '36

Regional student conferences; spring gatherings at various eastern institutions. Civil Eng 6:398-402 Je '36

Some aspects of the growth of the Society. Civil Eng 6:482 Jl '36

Spring meeting, Hot Springs, Ark. April 22-25. Eng N 116:644-5 Ap 30 '36

Student prizes awarded. Civil Eng 6:606 S '36

Summer meeting, Portland, Ore, July 15-16. Civil Eng 6:532-4 Ag '36; Eng N 117:124-7 Jl 23 '36

What is a Fellow? Civil Eng 6:479 Jl '36

AMERICAN society of composers, authors and publishers

Discord in Canada's music; commercial users attack fees charged by composers' and publishers' society. Business Week p40 Mr 14 '36

Tempest in a tune pot; Warner's withdrawal from the ASCAP music pool. Business Week p14 Ja 11 '36

AMERICAN society of heating and ventilating engineers

Annual meeting, 42d, Chicago, Jan. 27-30. Heating-Piping 8:127 F; 168-78 Mr '36; Dom Eng 147:77-82 F '36; Heat & Ven 33:55 F; 44-5 Mr '36; Power 80:152 Mr '36; Power Pl Eng 40:189-91 Mr '36

Bigger program to meet research needs. Heating-Piping 8:522-3 S '36

Officers and council members; portraits. Heating-Piping 8:128-9 F '36

Report of the Committee on research for 1935. A. P. Kratz and F. C. Houghton. Heating-Piping 8:119-26 F '36

Semi-annual meeting, Buck Hill Falls, Pa. June 22-24. Heat & Ven 33:51-2+ Jl '36; Dom Eng 148:78+ Jl '36; Heating-Piping 8:460-5 Ag '36; Power 80:453 Ag '36

AMERICAN society of mammalogists

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Efficiency, Industrial
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Gas industry
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Chemists
Colloids
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Crystallography
Dissociation
Dyes and dyeing—Chemistry
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Photographic chemistry
Physiological chemistry
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Poisons, Industrial
Radioactive substances
Reduction, Chemical
Rubber—Chemistry
Salt
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Solids
Solution (chemistry)
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Electrochemical analysis
Gas analysis
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Metallurgical analysis
Microanalysis
Oil analysis
Plants—Chemical analysis
Spectrum analysis
Sugar analysis
Textile analysis
Volumetric analysis

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Carbohydrates
Carbon
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Condensation, Chemical
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Adsorption
Atomic weights
Atoms
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Boiling points
Catalysis
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Chains, Chemical
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Colloids
Condensation, Chemical
Crystallization
Crystallography
Dissociation
Electrochemistry
Electrolysis
Electrolytes
Electrons
Emulsions
Equation of state
Evaporation
Fluorescence
Free energy
Freezing points
Ionization, Electrolytic
Ionization, Gaseous
Ions
Isomerism
Isotopes

CHEMISTRY, Physical and theoretical—See also—*Continued*

Matter
Melting points
Mixtures
Molecular rearrangements
Molecular volume
Molecular weights
Molecules
Optical rotation
Phase rule
Photochemistry
Quantum theory
Solids
Solubility
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Cutting tools
Drilling and boring machinery
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DRILLING and boring machinery

American Hole Wizard radial drills with 9 and 12 speeds. il Am Mach 80:523 Je 3 '36; Mach 42:680 Je '36

American tool works co.'s high speed radial drill provides fast tapping through reversing-motor. il Iron Age 137:47 Je 18 '36

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Baush vertical deep-hole boring machine has automatic catpaws bar support. il Iron Age 138:60 N 5 '36

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Distortion; its prevention and cure; manufacture of twisted high-speed drills. H. M. Darling. il Am Mach 80:25 Ja 1 '36

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Drug institute of America

Federal wholesale druggists association

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Chemistry, Medical and pharmaceutical

Drug trade

Hypnotics

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Textile fabrics

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Dehydration
Drying agents
Drying apparatus
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Rayon drying
Wood drying
Wool drying

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Gas ovens
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Kilns
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Clothes

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Containers (for shipping)
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Electric trucks, industrial
Freight, Perishable
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Grain handling
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Loading and unloading—Cars
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Merchant marine
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Flame propagation
Flue gas
Foam
Fumes
Gas
Gas analysis
Gas flow
Helium
Hydrogen
Inflammable mixtures
Ionization, Gaseous
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Brake shoe lining taken on to meet station's night expenses; station of R. R. Ford, Cucamonga, Calif. il Nat Pet N 28:52, 54 Ap 22 '36

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First make the station appeal to eye of passing motorist; station of C. Cavaners. Nat Pet N 28:40 S 2 '36

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Lube bar enables customer to watch oil being drawn into measure. il Nat Pet N 28:32 Ja 22 '36

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Sells sets of premium price tires to owners of new automobiles; Henne super service, inc. Nat Pet N 28:50 Jl 22 '36

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Sixty per cent of station's business is tires, tubes and accessories; Vaughan oil co. il Nat Pet N 28:63-4 My 27 '36

Winter comfort market open to alert stations. J. W. Thompson. il Nat Pet N 28:53-4+ N 11 '36

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Best in service stations; Pure Oil palace in Evanston, Ill. il plan Am Bld 58:72-3 My '36

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Dramatizing the station's appearance; Shimonek station. E. L. Barringer. il Nat Pet N 28:35-7 Ag 12 '36

Glass plates for station exterior walls; A. A. Curry petroleum corp. il Nat Pet N 28:54-5 S 23 '36

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Station remodeled without changing pump locations. il Nat Pet N 28:54 F 12 '36

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Sixty million dollar contest pays dividends to New York marketer; Doyle gasoline and oil co. J. W. Thompson. il Nat Pet N 28:38-9 Ja 29 '36

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Automobile service pits are of copper-bearing steel for long life. il Steel 99:40 Jl 13 '36

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Electric eye controls water in station washroom. il Nat Pet N 27:38 N 27 '35

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Grinding wheels
Honing machines
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Heaters
Heating, Warm air
Heating from central stations
Hot water heating
Insulation (heat)
Mechanical equipment of buildings
Oil burners
Oil fuel
Radiators
Refractory materials
Steam heating
Ventilation

also subdivision Heating and ventilation under special subjects, e.g.

College buildings
Factories
Garages
Greenhouses
Hotels
Library buildings
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Benzene
Butane
Ethane
Methane
Naphthalene
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Petroleum
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Air resistance
Drops
Hydraulic machinery
—Cavitation
Hydraulics
Ship resistance
Viscosity
Water flow

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Hydroelectric power
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Turbines
Water power

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Many insurance problems offered by automobile trailers. S. L. Davis. Nat Underw 40:44 O 22 '36

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Iowa agent is responsible under new supplemental form rule. I. H. Ramaker. Nat Underw 40:42 S 17 '36

New cover; supplemental contracts of Eastern and Southeastern underwriters associations differ. Nat Underw 40:3+ Mr 19 '36

New England and District of Columbia form. East Underw 37:34+ Ap 3 '36

New England exchange rate, rule changes. Nat Underw 40:7 Ag 13 '36; East Underw 37:25 Ag 14 '36; Ins Field (Fire ed) 65:9 Ag 13 '36

Reinstatement issue seen in supplemental contract in West. Nat Underw 40:4 Mr 19 '36; Ins Field (Fire ed) 65:22 Mr 26 '36

Revised supplemental contract issued by Middle department rating association. Ins Field (Fire ed) 65:20 Mr 26 '36

Supplemental contract. East Underw 37:24 S 11; 34 S 25 '36

Supplemental contract; abstract. A. I. Wolff. Nat Underw 40:14 Ap 16 '36

Supplemental contract brought some problems. J. C. O'Connor. Nat Underw 40:3 My 28 '36

Supplemental contract is issued on Pacific coast. Nat Underw 40:3+ My 7 '36; Ins Field (Fire ed) 65:17 My 7 '36

Supplemental contract is now growing in popularity. S. W. Milner. Nat Underw 40:6 Jl 2 '36

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Supplemental contract rules are published; New York exchange area. East Underw 37:30 Mr 20 '36

Supplemental contracts. H. A. Clark. East Underw 37:40-1 Je 12 '36

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Correct handling of 5-year plan saves business. Ins Field (Fire ed) 65:15 O 8 '36

General of Seattle wins policy ruling; five-year term instalment plan. Ins Field (Fire ed) 65:5 Je 4 '36

Premiums, Payment of

E.U.A. committee does good work on agency balances. Weekly Underw 134:488 Mr 7 '36

Local agency is held liable for uncollected premiums by Michigan Supreme court. East Underw 36:32 N 15 '35

Staggering premiums; different expiration dates. Weekly Underw 134:44 Ja 4 '36

Preventive work

Fighting the fire hazard with research; services of stock fire insurance companies. H. C. Wilbur. il Credit & Fin Management 38:12-15 Je '36

Public buildings policies

Changes in term rule made in New Jersey on government, religious and educational risks. East Underw 37:18 S 4 '36

How local boards handle political business; group conference. East Underw Extra ed 37:12 O 3 '36

Montana agents join fight on state fund. Ins Field (Fire ed) 65:7-8+ S 3 '36; Nat Underw 40:3+ S 3 '36

Nationwide survey of state property insurance completed. J. C. Blackall. East Underw 37:1+ Ag 28 '36

New York term plan affecting public properties. Nat Underw 40:11 Jl 23 '36; Weekly Underw 135:191 Jl 25 '36

Rate and commission changes coming before Chicago board on Sept. 10. E. Held. East Underw 37:22 Ag 28 '36

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Schools—Insurance requirements

Purchasing

Business wrongs; insureds' needs are not properly met. H. J. Thielen. Weekly Underw 135:1011 O 24 '36

Rates

Action of St Louis underwriters in naming committee to inform public on rate changes is lauded. Weekly Underw 133:1046 N 30 '35

Average cut of 10 percent in Chicago seen. Nat Underw 39:3+ N 14 '35

Average fire rate same as in 1934. Nat Underw 40:3+ My 7 '36

Chicago board orders building rate cuts; Chicago is dissatisfied. Weekly Underw 135:580 S 12 '36; East Underw 37:24 S 18 '36; Nat Underw 40:5+ S 24 '36

Chicago rate and commission cut plan is referred back. Nat Underw 40:3+ Ap 30 '36

Chicago's mayor gets into rating controversy. Weekly Underw 135:237+ Ag 1 '36

Cincinnati board's new rule arouses interest; barring of agencies representing rate cutters. Ins Field (Fire ed) 65:7 My 7 '36

Coinsurance clause and its bearing on fire insurance rates. F. M. Crittenden. East Underw 37:35 F 28 '36

Committees named to adjust rate dispute in Massachusetts. Weekly Underw 134:490+ Mr 7 '36

Companies in Missouri rate litigation listed by federal and state courts. Ins Field (Fire ed) 65:25 Mr 5 '36

Companies reduce Missouri fire rates 10%. East Underw 36:20 N 15 '35; Nat Underw 39:3 N 14 '35

Davey will not demand Ohio fire rate cut. R. L. Bowen. Nat Underw 40:11 O 1 '36

Decisions on Missouri rate case fees appealed. Ins Field (Fire ed) 65:12 Mr 26 '36

Details of Missouri fire and windstorm rate reduction given. Ins Field (Fire ed) 64:7+ N 21 '35

Effects of Wisconsin inland marine order feared. Ins Field (Fire ed) 65:22 O 15 '36

Federal court orders distribution of funds impounded in Missouri rate case. Ins Field (Fire ed) 65:5 F 6 '36

Field man reflects upon rating. J. B. Tetlow. Nat Underw 40:17 Mr 26 '36

Final decree in Missouri rate cases. Nat Underw 40:3+ F 6 '36

Fire rate war in Utah averted; bureau organized. Ins Field (Fire ed) 65:7 Ag 13 '36

Fireproof rates to be deeply cut; Dean Schedule supplement. Nat Underw 40:1+ F 6; 3 F 20 '36

General of Seattle loses point in Michigan deviation suit. Ins Field (Fire ed) 65:5 O 1 '36

General of Seattle seeks Michigan deviation right. Nat Underw 40:9 S 10 '36; Ins Field (Fire ed) 65:9 S 10 '36

Human factors play on rate puzzle. W. G. Rich. Ins Field (Fire ed) 65:8 Ag 13 '36; Abstract. Nat Underw 40:10 Ag 13 '36

Illinois orders 10% reduction in rates on dwellings and contents; U. S. court enjoins Palmer; companies united in fight. East Underw 37:18+ Je 26; 61+ Jl 3 '36; Ins Field (Fire ed) 65:5-6+ Je 25; 5-6+ Jl 2 '36; Nat Underw 40:3+ Je 25; 3+ Jl 2 '36; Spectator (Property ed) 2:8 Jl 2 '36; Weekly Underw 134:1369+; 135:13-14 Je 27-Jl 4 '36

Illinois rate cut controversy. East Underw 37:16 Jl 10; 16+ Jl 17; 14+ Ag 21 '36; Ins Field (Fire ed) 65:5-6 Jl 9; 5-6 Jl 16; 5-6 Ag 20; 5+ Ag 27; 5+ S 3 '36; Nat Underw 40:3+ Jl 9; 5+ Jl 23; 3+ Ag 20; 5+ Ag 27 '36; Spectator (Property ed) 2:6 Ag 27 '36; Weekly Underw 135:61+, 407 Jl 11, Ag 22 '36

Insurance tangles; Illinois rate cut and excess brokerage in New York. Business Week p33-4 Jl 4 '36

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Kansas rate case is finally settled; impounded premiums paid. Ins Field (Fire ed) 65:7 Mr 12 '36

Large savings effected by New York city rate reductions. East Underw 37:26 O 30 '36; Ins Field (Fire ed) 65:14 O 22 '36

Litigation predicted to thwart low rates. H. A. Clark. Ins Field (Fire ed) 65:9-10 Je 11 '36

Lower fire rates sought in Detroit. Ins Field (Fire ed) 65:9 O 8 '36

Marine companies ask rehearing on Wisconsin rate order. East Underw 37:33 O 9 '36; Same. Weekly Underw 135:879 O 10 '36

Massachusetts threat in fire rate dispute. Weekly Underw 134:440 F 29 '36; Same. East Underw 37:21 F 28 '36

Mayors are emerging now as fire insurance raters. Nat Underw 40:5+ Jl 30 '36

Michigan grants rate deviation to General of Seattle. Ins Field (Fire ed) 65:7 F 13 '36

Missouri insurance rate case compromise approved by federal court. Weekly Underw 134:287 F 8 '36

Mutuals planned to make own Boston rates; meeting not a success. Nat Underw 40:3+ Jl 23; 3+ Jl 30 '36

Neat maneuver; stock fire companies liberalize their rules for preferred risks. Business Week p30-1 Mr 14 '36

New England exchange rate, rule changes. Nat Underw 40:7 Ag 13 '36; East Underw 37:25 Ag 14 '36; Ins Field (Fire ed) 65:9 Ag 13 '36

New reduced Chicago rates for extended coverage contract. Nat Underw 39:3 N 28 '35

On meeting competition; selling cost of stock fire insurance upheld. F. W. Doremus. Ins Field (Fire ed) 65:4+ O 29 '36

Philadelphia rating dispute is adjusted; solicitor definition approved. Weekly Underw 134:395 F 22 '36; Same abr. East Underw 37:18 F 21 '36

Plot is charged in fire rate controversy. F. J. DeCelles. Nat Underw 40:3+ Mr 5 '36

Price cuts as competitive weapon scored. C. D. Sheffe. East Underw 37:21 O 23 '36

Rate and commission changes coming before Chicago board on Sept. 10. E. Held. East Underw 37:22 Ag 28 '36

Rate reduction in Bay state sought. Ins Field (Fire ed) 65:7 F 6 '36

Rating system is due for changes in Middle West. Nat Underw 40:3+ Ap 30 '36

Retaliation from mutuals expected on rates. Nat Underw 40:3+ Mr 12 '36

See end of rate case in Missouri; federal court assumes settlement to be O.K. Nat Underw 39:5+ N 21 '35

Stock, mutual men confer on rates in Massachusetts. Nat Underw 40:4 Mr 26 '36

Strive to preserve the present rates. Nat Underw 40:3+ Je 25 '36

Take steps to wind up old Missouri rate case. Weekly Underw 134:433+ F 29 '36; Same abr. Ins Field (Fire ed) 65:10 F 27 '36

Texas rate changes reduce many charges. Ins Field (Fire ed) 65:5+ Jl 16 '36

Urges speed in revising rates. F. J. De Celles. Weekly Underw 135:464 Ag 29 '36

Would make cut in Chicago rates. Nat Underw 39:3 N 7 '35; Ins Field (Fire ed) 64:7 N 14 '35

Rating bureaus

Fire rating organizations and their value to general public. J. Crafts. East Underw 37:28 Je 26 '36

Southeastern underwriters association agrees to sale of rates to outside companies. Ins Field (Fire ed) 65:5-6 Jl 30 '36; Weekly Underw 135:249 Ag 1 '36

Southeastern underwriters' association differences with Pearl. Weekly Underw 134:1376+ Je 27 '36; Nat Underw 40:6 Je 25 '36

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Factors in British fire reinsurance. Weekly Underw 134:1233-4 Je 6 '36

Facultative reinsurance—what it is, its use and how it fits. C. D. West. Nat Underw 39:10+ D 26 '35

Fire reinsurers hold ground against threats from many sides. Nat Underw 39:7+ pt 2 D 26 '35

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What would be the exact interpretation of legal reserve insurance? Ins Field (Fire ed) 65:4 Je 25 '36

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Chemical fire hazards. C. A. Vlachos. Weekly Underw 133:1107-10; 134:37+ D 7 '35, Ja 4 '36

Companies scrutinize whiskey underwriting. Weekly Underw 135:1125 N 7 '36; Same. East Underw 37:23 N 13 '36

Fire hazards in floods are analyzed at N. F. P. A. meet. Nat Underw 40:15 My 21 '36

Loss ratio shift to rural sectors. Nat Underw 39:3+ D 26 '35

Public utilities fire hazards; street railways, gas properties, electric plants. M. E. Hill. Weekly Underw 135:275-7 Ag 1 '36

Termites bring underwriting "might." C. T. Hubbard. Ins Field (Fire ed) 65:6+ Ja 30 '36

Trends in the sprinklered risk field. B. Richards. Nat Underw 40:3+ F 27 '36

Whiskey writing faces difficulties; underwriters dissatisfied with concentrated values and warehouse hazards. Weekly Underw 133:1037+ N 30 '35

Self insurance

Our county is planning self-insurance; has the issue been settled recently favorable to stock insurance? Ins Field (Fire ed) 65:4+ My 7 '36

Threat now heard of self-insurance; life companies may carry own fire risks. Nat Underw (Life ed) 40:1+ Mr 6 '36

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New York city fire premium writings for 1935. East Underw Extra ed 37:3-50 F 8 '36

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Course in fire insurance accounting announced. Weekly Underw 135:881 O 10 '36

Suggests college for property underwriters; discusses fire insurance coverage. S. S. Huebner. Weekly Underw 134:893, 909-10 My 2 '36; Excerpts. East Underw 37:22 My 8 '36

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Threats of taxes worry companies. Nat Underw 40:3+ Ja 30 '36

Unearned premium policies

Premium insurance best protection against loss. Weekly Underw 135:636 S 19 '36

Valuation of property

Determination of actual cash value is often a problem. W. Keller. Weekly Underw 135:551 S 5 '36

Formula for insurable value of a house. East Underw 37:24 S 25 '36

Wholesale insurance

Wholesale insurance theory and direct writing threaten the agency system. W. H. Bennett. East Underw Extra ed 37:5+ O 8 '36; Excerpts. Nat Underw 40:3+ O 1 '36; Weekly Underw 135:805+ O 3 '36

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Propose to handle fire loss adjustments in Boston separately. Weekly Underw 133:1201 D 21 '35

California

Pacific board and Veterans welfare group insurance contract signed. Nat Underw 39:2+ N 14 '35; Abstract. Ins Field (Fire ed) 64:6 N 14 '35

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Canada farm property shows high loss ratio. Weekly Underw 135:462 Ag 29 '36

Canadian federal laws and cost of insurance to public. B. A. Dugal. East Underw 37:15 Ag 28 '36

Canadians seek to change arson laws; rate level drops. East Underw 37:20 Jl 3 '36

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Classification of Canadian fire losses for 1934 and for the five year period 1930-34; tabulation. Ins Field (Fire ed) 65:6 Ja 9 '36; Same. East Underw 37:19 Ja 10 '36

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Traces development of Connecticut insurance. J. C. Blackall. East Underw 36:24 N 15 '35

Florida

Florida windstorm in red; fire and windstorm figures, 1924-34. F. W. Brundig, jr. Nat Underw 40:10 Mr 26 '36

Germany

Fire insurance stocks under a changing economy. N. C. Seymour. East Underw 37: 19-20 Je 26; 18+ Jl 3; 17+ Jl 10; 18+ Jl 17 '36

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Massachusetts threat in fire rate dispute. Weekly Underw 134:440 F 29 '36; Same. East Underw 37:21 F 28 '36

Plot is charged in fire rate controversy. F. J. DeCelles. Nat Underw 40:3+ Mr 5 '36

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Foreign companies seek amendments to new Mexican statute. East Underw 36:1+ D 20 '35

Foreign companies suspend insurance writing in Mexico. East Underw 37:1+ Mr 20 '36

New domestic companies in Mexico organized. Nat Underw 40:5 Ap 30 '36

Nine domestic fire companies handling insurance. East Underw 37:1+ S 11 '36

Michigan

Liquor stocks may go to state fire fund. Ins Field (Fire ed) 64:6 N 14 '35

Michigan agents propose repeal of statute requiring insurance of state property in state fire fund. Nat Underw 39:4 N 21 '35

More liquor lines go to Michigan state fire fund. Ins Field (Fire ed) 64:22 D 12 '35

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Companies in Missouri rate litigation listed by federal and state courts. Ins Field (Fire ed) 65:25 Mr 5 '36

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Full commissions on Missouri impounded premiums predicted. East Underw 37:26 Ja 10 '36; Ins Field (Fire ed) 65:5-6 Ja 2 '36; Nat Underw 40:1+ Ja 2 '36

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Missouri litigation enters another phase; federal and state courts expected to act soon. Weekly Underw 134:233+ F 1 '36

Missouri rate case is now in political arena. Weekly Underw 134:962 My 9 '36

Rehearings requested in Missouri rate case. Ins Field (Fire ed) 65:5+ Mr 12 '36

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State fund was main issue in Montana fight. R. E. Ayers. Nat Underw 40:5 Jl 30 '36

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American to insure risks of New Jersey insurance department. East Underw 36:20+ N 15 '35

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Montclair fire insurance plan highly praised. Weekly Underw 134:386+ F 22 '36; Abstract. Ins Field (Fire ed) 65:27 F 27 '36

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Manhattan-Bronx, Brooklyn, Long Island City and exchange territory fire premium writings for first half of 1936. East Underw Extra ed 37:3-50 Ag 5 '36

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Analysis of New York legislation of interest to fire insurance. D. A. Ticktin. East Underw 37:18+ Ag 28 '36

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Fire insurance high lights in report to N. Y. legislature. L. H. Pink. East Underw 37:30+ F 7 '36

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New Jersey insurance plan adopted by Ohio. Ins Field (Fire ed) 65:5 N 5 '36; Nat Underw 40:3+ O 29; 3+ N 5 '36

Ohio committee advocates local control on coverage; schools insurance report. Nat Underw 40:2+ Ja 16 '36

Ohio defeat of Allstate companies draws interest. Nat Underw 40:2+ Ja 16 '36

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Unfairness to mutuals in Pennsylvania denied. O. B. Hunt. Weekly Underw 135:1117-18 N 7 '36

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Spain

19 British companies study Spanish losses; war liabilities. Weekly Underw 135:458 Ag 29 '36

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Five year loss ratio brings normal average, figures for 1930-34. R. S. Mauk. East Underw 36:21 N 15 '35

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Demand heavy for flood cover; no longer obtainable. Nat Underw 40:3+ F 20 '36

Flood insurance loss involves many forms. Weekly Underw 134:639+ Mr 28 '36

Flood losses are expected to set record; little flood insurance involved. Ins Field (Fire ed) 65:5+ Mr 26 '36; East Underw 37:29 Mr 27 '36

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Chase bank recovers under depositor forgery bond. East Underw 37:35 Je 19 '36

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Interesting fur floater claim in the courts. Weekly Underw 133:1239 D 28 '35

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Is a golfer negligent if unskilful? H. W. Taft. East Underw 37:34 S 11 '36

INSURANCE, Group

Anaconda Copper makes group cover permanent. East Underw 37:10 Ag 7 '36

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Agents

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Finance

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Inland marine insurance in year just closed. D. B. Paul. Nat Underw 40:3+ Ja 2 '36

Insurance company rewards for return of stolen property. R. C. Murphy. East Underw 37:42 Ap 10 '36

Late lake opening is detrimental to insurers. il Weekly Underw 134:956+ My 9 '36

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See also

Inland marine underwriters association
Insurance, Fine arts
Insurance, Fur
Insurance, Furriers' customers
Insurance, Jewelry
Insurance, Motor truck contents
Insurance, Personal effects

Coverage

Transportation floaters, storage consignment and processing risks. A. W. Barthelmes. Weekly Underw 133:1239-42 D 28 '35; Same. East Underw 36:33-4 D 20 '35

Finance

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Policies

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All-risks floaters are premium builders. Weekly Underw 135:277-9 Ag 1 '36

Deferred payment and installation floaters. A. W. Barthelmes. East Underw 37:30 Ja 24 '36

Inland marine forms need uniformity. E. B. Hayes. Nat Underw 40:5 O 8 '36

Registered mail and armored car coverage. A. W. Barthelmes. Weekly Underw 134:147-9 Ja 18 '36

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All-risk form popular. H. I. Schweppe. Nat Underw 40:10 Ap 23 '36

Canadian superintendents consider personal property floater policy. East Underw 37:26 Ag 28 '36

Modify personal property floater. Nat Underw 40:4+ Ap 30 '36

Nation-wide definition amended in Washington (state); Insurance commissioner rules personal property floaters may be written. Weekly Underw 133:950+ N 16 '35

Property floater is called profitable field. E. D. Lawson. Weekly Underw 135:10 Jl 4 '36

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Wisconsin commissioner's order affects marine line; abstracts. H. J. Mortensen. Nat Underw 40:4+ S 24 '36; East Underw 37:35 S 25 '36; Weekly Underw 135:762 S 26 '36

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Judge who set aside jury verdict upheld. Ins Field (Fire ed) 65:8+ N 5 '36; Weekly Underw 135:1180 N 14 '36

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Returning prosperity brings good market for jewelry floater risks. East Underw 37:26 F 28 '36

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Bailees customer is good cover to write. D. E. Carlson. Weekly 135:297 Ag 8 '36; Same. East Underw 37:24 Ag 14 '36

Laundry insurance in Missouri; laundries warned not to collect premium. Weekly Underw 133:1102, 1152 D 7-14 '35

INSURANCE, Liability

Assumption of liability demanded of sellers by buyers, now serious problem. Ins Field (Fire ed) 65:14 Ap 23 '36

Contractual liability insurance; covers hold harmless clauses and other transferred liability. Spectator (Property ed) 2:23 Jl 16 '36

Hold harmless clause viewed with alarm at buyers meeting. W. A. Sullivan. Nat Underw 40:30 Jl 2 '36

Hold harmless cover is needed. Nat Underw 40:32 My 28 '36

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Pacific Indemnity has broad fiduciary liability policy. Nat Underw 40:29 Je 4 '36

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Public liability is now one of the most popular of coverages. C. C. Banks. Weekly Underw 135:163-4 Jl 18 '36

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Risk research institute frowns on "hold harmless" pacts. Nat Underw 40:33+ My 14 '36; East Underw 37:36 My 15 '36

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See also

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Insurance, Automobile
Insurance, Employers' liability
Insurance, Motor truck
Insurance, Owners', landlords' and tenants' public liability
Insurance, Product liability
Insurance, Workmen's compensation

Adjustment of claims

Third party right in liability policy; case of American fire & casualty of Orlando, Fla. Nat Underw 40:25+ S 3 '36; Weekly Underw 135:526 S 5 '36

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Finance

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Fraudulent claims

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Comprehensive liability insurance policy for corporate fiduciaries. W. N. Martin. Trust Companies 61:470-6 N '35

Comprehensive liability policy possesses features attractive to manufacturers. Weekly Underw 135:384 Ag 15 '36

Much interest shown in corporate fiduciary liability cover. Nat Underw 40:42+ My 21 '36

Rates

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See also

Annuities
Benefit societies
Insurance, Business
Insurance, Group
Insurance, Industrial
Insurance trusts
Mortality
National association of life underwriters
Savings banks—Insurance departments
State mutual life assurance company of Worcester
Trade unions—Benefit funds

Adjustment of claims

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INSURANCE, Life—Adjustment of claims *—Continued*

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INSURANCE, Life—Agents—*Continued*

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Your investment in life insurance. H. Lawrence. il Barron's 16:3+ Mr 2 '36

INSURANCE, Machinery

Boiler and machinery lines now offer opportunities. E. G. Watson. Nat Underw 40:29 Ag 20 '36

Boiler and machinery writing in 1935. G. H. Prall. Weekly Underw 134:49 Ja 4 '36

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INSURANCE, Malpractice liability

New York medical society plan protested by brokers. Weekly Underw 134:1234-5 Je 6 '36

INSURANCE, Manufacturers' and contractors' public liability

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Fearful of 1936 marine results. A. Rinman. East Underw 37:31 F 21 '36

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Hull and war risk cover dangers. East Underw 37:31 My 15 '36

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Many opportunities in marine cargo insurance. H. I. Bartlett. Weekly Underw 135: 64-5 Jl 11 '36

Marine cargo insurance. H. I. Bartlett. Weekly Underw 135:629-30 S 19 '36; Same abr. Spectator (Property ed) 2:25+ S 24 '36

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Severely criticizes hull risk practices. H. T. R. Ross. East Underw 37:32 Ja 31 '36

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L'Atlantique case goes against insurers. Weekly Underw 134:101 Ja 11 '36

Average agent at Singapore report on pilferage losses and rust damage. East Underw 37:31 Ap 17 '36

Both-to-blame clause upheld in a decision in the W. W. Bruce and the San Vincente case. Weekly Underw 134:888-9 My 2 '36

Britain interested in marine casualty board. Weekly Underw 135:1114 N 7 '36

Cargo owners should determine responsibility of shipowner before taking action. Weekly Underw 135:827 O 3 '36

Claims information and claims settling agents. Weekly Underw 134:735+ Ap 11 '36

Cocoanut oil shipment damaged by fuel oil; shipowner liable. Weekly Underw 135:399+ Ag 22 '36

Consideration of ship repairers' liability urged. Weekly Underw 134:1188 Je 6 '36

Craft unseaworthiness a problem in discharge. Weekly Underw 135:243-4 Ag 1 '36

Damage to rubber caused by crushing and stowage. Weekly Underw 135:240 Ag 1 '36

Distribution of salvage of increased value; British decision on subrogation rights. Weekly Underw 135:764-5 S 26 '36; Same abr. East Underw 37:35 S 25 '36

Failure to correct charts does not make vessel unseaworthy. East Underw 37:32 Je 19 '36; Weekly Underw 135:570 S 12 '36

Fixing place of adjustment for settlement of general average. N. Tybjerg. East Underw 37:26 Ag 21 '36

General average is founded on equity. G. R. Rudolf. Weekly Underw 134:99+ Ja 11 '36

Good faith of insurance company is questioned in failure to comply with policy stipulation. Weekly Underw 135:298 Ag 8 '36

Important decision in the Dixon-King case; liability of shipowner to subrogated underwriter. Weekly Underw 135:401 Ag 22 '36

Insurance company's rights not extinguished by insurer's release. East Underw 37:35 S 25 '36

Marine policy case decided on definition of a warehouse. East Underw 37:33 Ap 10 '36

Morro Castle-Mohawk settlement provisions. Weekly Underw 135:347-8 Ag 15 '36

Morro Castle trial yields four convictions. Weekly Underw 134:235 F 1 '36

Mortgagee cannot hold loss funds after damage has been repaired. East Underw 37:34 Mr 20 '36

Obsolete data means ship's unseaworthiness; Italian court decree agrees with decisions in U.S. in the Maria case. Weekly Underw 135:1059 O 31 '36

Owner negligent for failure to equip ship Maria with navigating data. East Underw 37:32 O 23 '36

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Are agents overlooking marine opportunities? A. Ullmann. Weekly Underw 135:455+ Ag 29 '36

Sales points on ocean marine insurance. V. W. Davies. Weekly Underw 135:493+ Ag 29 '36

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Waterfront differences settled at San Francisco; delay of cargo interests underwriters. Weekly Underw 134:832 Ap 25 '36

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American marine insurance results in 1935; tabulation. Weekly Underw 134:640-1 Mr 28 '36

Marine premiums and losses, 1935; tabulation. East Underw 37:46 Mr 13 '36

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Cancellation of marine policies for fraud; Hanover fire insurance company vs. Morse dry dock & repair company. Weekly Underw 134:592 Mr 21 '36

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Both-to-blame clause discussed in England. D. King-Page. Weekly Underw 135:514 S 5 '36

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Cargo clauses amended by the London institute; Liberties clause and other changes. Weekly Underw 134:784 Ap 18 '36

Comparison of English and American warehouse to warehouse clauses; Ruth Lee case. Weekly Underw 134:484+, 536+, 643 Mr 7-14, 28 '36

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Increased value cover is a preferable risk. R. L. Boon. Weekly Underw 135:1003+ O 24 '36

Institute hulls-excess clause is announced. Weekly Underw 135:10 Jl 4 '36

Institute issues warning on wording of contracts. Nat Underw 40:10 Jl 23 '36

Leave to sail clause further amended to make intention clear. East Underw 37:31 Ja 10 '36

London institute adopts both to blame clause following U.S. case. East Underw 37:33 S 4 '36

New "both to blame" contingency features; Institute of London underwriters advises insurers of rubber trade collision clause. Weekly Underw 134:339 F 15 '36; East Underw 37:44 F 7 '36

New general average clause is announced; voyages in ballast, not under charter. Weekly Underw 134:1372 Je 27 '36

Ocean marine (cargo) form. Spectator (Property ed) 2:25 S 24 '36

Privity rule amended by American steamship owners mutual protection and indemnity association. Weekly Underw 135:8+ Jl 4 '36

Résumé of the German double currency clause which applies to hulls. Weekly Underw 133:997-8 N 23 '35

Towage and salvage new amendment made; leave to sail clause revised by Institute of London underwriters. Weekly Underw 133:1143+ D 14 '35

When does transit cease, storage begin? warehouse to warehouse clauses. J. Christie. Weekly Underw 135:63+ Jl 11 '36

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Cargoes shipped under Hague rules bills of lading favored. F. W. L. Essendon. East Underw 37:41 O 16 '36

Lake hull underwriters waive extra premiums on upper lake vessels. East Underw 37:18 O 9 '36

Leading British marine men give views on insurance rates problem. East Underw 37:34 My 15 '36

Raise war and civil commotion rates for Pacific Coast ports. East Underw 37:31 O 30 '36

Reduced marine rates inspire Churchill trade. Weekly Underw 135:63 Jl 11 '36

Value of hulls and shipowners' interests. Weekly Underw 134:437-8 F 29 '36

Reinsurance

Are the American companies marine minded and if not, why not? W. J. Langler. Nat Underw 39:4+ pt 2 D 26 '35

Collection of reinsurance due to companies being liquidated. K. S. Mayhew. East Underw 37:25 Ag 7 '36

International move to reform marine reinsurance writing. W. D. Simonson. East Underw 37:35 S 18 '36

New York Appellate division annuls ruling on taxation of reinsurance. East Underw 37:26 Ag 14 '36

Reinsurance problem of Herzogin Cecilie. Weekly Underw 135:295-6 Ag 8 '36

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Airplane collision with ship is novel marine hazard. il Weekly Underw 135:7 Jl 4 '36 '36

Heavy gold shipments consigned to the U. S.; underwriting angles. Weekly Underw 134:1371+ Je 27 '36

Sailing vessels are not desirable risks. il Weekly Underw 134:1131+ My 30 '36

Underwriters watch this month for hurricanes in the Caribbean sea. S. D. Livingston. East Underw 37:33 S 4 '36

War risks

Deviation, delay and frustration discussed; English underwriters greatly concerned over liability under sanctions. Weekly Underw 133:952-3 N 16 '35

Institute recommends new war risk clauses; subject of sanctions covered. Weekly Underw 133:1039-40+ N 30 '35

International marine insurance union meeting to consider reform of war risks. East Underw 37:31 S 11 '36

International union of marine insurance, secretary's annual report. H. Hoppenstedt. East Underw 37:29+ O 2 '36

Joint marine committee reduces war risk rates in Mediterranean. East Underw 37:25 Jl 31 '36

Lloyd's raises rates on Spanish shipments. Spectator (Property ed) 2:32 Jl 30 '36

New forms for war risks and sanctions. Weekly Underw 133:1191 D 21 '35

New rates to Spanish area; former endorsements discontinued. Weekly Underw 135:347+, 455 Ag 15, 29 '36

Reductions in war risk rates. East Underw 37:31 Ja 10 '36

Risks of war again debated in England. Weekly Underw 135:183+ Jl 25 '36

Scandinavian war risk pool is formed to give larger facilities. East Underw 36:77 D 6 '35

Special Spanish clause used. Nat Underw 40:20 Jl 30 '36

United States action on Hague rules; other interesting facts of first quarter. D. K. Page. Weekly Underw 135:240+ Ag 1 '36

War risk insurance; facts which shippers should know. W. A. Connors. il East Underw 36:77+ D 6 '35

War risk reform; views of a continental underwriter. T. Fritsch. Weekly Underw 135:765 S 26 '36

War risks insurance is discussed at annual meeting, International union of marine insurance. Weekly Underw 135:942 O 17 '36

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Canadian officials to accept definitions of joint committee on interpretation and complaint. Weekly Underw 134:688 Ap 4 '36

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Résumé of the German double currency clause which applies to hulls. Weekly Underw 133:997-8 N 23 '35

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Commends U. S. method of rating hull risks. W. W. Harris. East Underw 37:31 F 14 '36

Marine insurance in 1935. Economist 124:sup17-18 Jl 18 '36

1935 marine insurance results of 25 leading British companies. East Underw 37:30 Jl 10 '36

Rate and value declines checked. F. W. L. Essendon. East Underw 37:33 S 4 '36

Too large a market for too little business. Weekly Underw 134:1316 Je 20 '36

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Fewer losses and increased premium volume in 1935. Weekly Underw 134:15-16 Ja 4 '36

Marine underwriting results in U. S. during 1935. S. D. McComb. East Underw 37:47 Ap 3 '36

Ocean marine is showing increase. D. B. Paul. Nat Underw 40:1+ Ja 2 '36

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Afloat or in storage yachts are never safe from the elements. East Underw 37:30 Ap 17 '36

Fuel tank explosions on yachts are beginning. Weekly Underw 134:1131-2 My 30 '36

Hazards of winter storage of yachts, and serious risks assumed by underwriters. Weekly Underw 134:388-90 F 22 '36

New yacht policy is clear and comprehensive. Weekly Underw 135:296 Ag 8 '36

Numerous power boats on federal waterways; insurance angle. Weekly Underw 134:1252 Je 13 '36

Yacht and motor boat cover comes to the fore. S. D. McComb. Weekly Underw 134:888-9 My 2 '36

Yacht coverage this season exceeds even 1929 writing. Nat Underw 40:3+ Jl 23 '36

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Yacht insurance has many interesting angles. Weekly Underw 135:242-3 Ag 1 '36

Yacht pirates secure much Long Island loot; theft of equipment. il Weekly Underw 134: 1371 Je 27 '36

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Damage caused in reconditioning yacht not covered as marine risk. East Underw 37:36 F 28 '36

INSURANCE, Motor bus

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Discussion of auto cover rules under new motor carrier act. Nat Underw 40:25+ Ja 2 '36

Expect more receptive company attitude on long haul trucking risks under new motor carrier act. East Underw 37:32+ Ja 10 '36

Insurance aspects of the Federal motor carrier act. E. J. Bond, jr. Weekly Underw 134:885+ My 2 '36; Abstracts. East Underw 37:57 My 1 '36; Nat Underw 40:31+ Ap 30 '36

I.C.C. regulations for motor carrier casualty insurance. H. Lees. Spectator (Property ed) 2:26+ O 22 '36

Interstate commerce commission ruling under Motor carrier act. Nat Underw 40:27+ Ag 20 '36; East Underw 37:27+ Ag 21 '36; Ins Field (Fire ed) 65:9 Ag 20 '36; Spectator (Property ed) 2:29 Ag 27 '36; Weekly Underw 135:397+ Ag 22 '36; Business Week p32 Ag 22 '36; Ry Age 101:293-4 Ag 22 '36

Mandatory insurance requirements to be effective on trucks. Ins Field (Fire ed) 65: 5-6 Ja 9 '36

Motor carriers insurance committee formed to represent interested insurers. Nat Underw 40:35+ F 20 '36; Abstract. East Underw 37: 32 F 21 '36

Much interest shown in new truck and bus market; London Lloyds is the key. Nat Underw 40:27 Jl 23 '36

National bureau and the motor carrier forms. A. E. Spottke. Spectator (Property ed) 2:27 O 22 '36

Pennsylvania school bus business. Nat Underw 40:28 Jl 30 '36

Some aspects of the insurance provisions under the federal Motor carrier act. R. Fleming. Mass Transportation 32:342 O '36

Tentative motor carrier insurance rules and regulations. Nat Underw 40:5+ F 13 '36

Towner rating bureau quotes rates for bonds which may be filed instead of policies under the Motor carrier act. Weekly Underw 135:526 S 5 '36; Same. Spectator (Property ed) 2:30 S 10 '36

Transport insurance under the I.C.C. regulations. D. Porter. il Spectator (Property ed) 1:10-15, 30-3 Ap 9 '36

Trucking insurance proposal opposed. Ins Field (Fire ed) 65:8+ My 21 '36

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Hearings on truck cover; industry voices objections. Nat Underw 40:5+ Mr 12; 35+ Mr 19 '36

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ICC gets an earful; trucks protest higher insurance requirements. Business Week p30 My 23 '36

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Long distance haulers. Nat Underw (Auto ins no) 40:12+ Ap 10 '36

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Motor rate, rule changes made. Nat Underw 40:33+ Mr 5 '36; Excerpt. East Underw 37: 40 Mr 6 '36; Same. Ins Field (Fire ed) 65:7 Mr 5 '36; Same. Weekly Underw 134:496+ Mr 7 '36

Motor truck, cargo line is still considered "headache." Nat Underw 40:3+ Ja 30 '36

Motor truck lines alarmed; form chain systems as protection against absorption by railroads and automobile manufacturers. il Business Week p12+ Mr 14 '36

Much interest shown in new truck and bus market; London Lloyds is the key. Nat Underw 40:27 Jl 23 '36

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Proper underwriting declared to be way to long haul trucking profits. W. Bowman. Ins Field (Fire ed) 65:12 F 20 '36

Sweeping changes in truck rules advised; hearings concluded, decision reserved. Ins Field (Fire ed) 65:14+ Mr 19 '36

Tentative motor carrier insurance rules and regulations. Nat Underw 40:5+ F 13 '36

Transport insurance under the I.C.C. regulations. D. Porter. il Spectator (Property ed) 1:10-15, 30-3 Ap 9 '36

Truck control passes to I.C.C.; $75,000,000 premiums at stake. W. E. McClamroch, jr. Ins Field (Fire ed) 65:17 Ap 9 '36

Truckers' policies canceled as result of Kansas decision. Ins Field (Fire ed) 65:13 F 27 '36

Trucking association debate on making deal with one insurer. Nat Underw 40:37+ O 22; 43+ O 29 '36

Trucking insurance proposal opposed. Ins Field (Fire ed) 65:8+ My 21 '36

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A. E. Spottke on stand; justifies Virginia auto rate jump. East Underw 37:34 Jl 3 '36

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Cargo cover is big I.C.C. issue; shipper's allowance plan of H. E. Reeves. Nat Underw 40:3+ S 10 '36

Hijacking problem attacked as building of Chicago freight terminal starts. Ins Field (Fire ed) 65:13 Ap 23 '36

Insurance proposal of shippers to I.C.C. harmful to underwriters. C. A. Siebold. East Underw 37:32 O 2 '36

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New motor carrier act viewed from insurance angle. W. M. Mortimer. Nat Underw 39: 34+ N 14 '35

New truck cargo form of I.C.C. East Underw 37:18 O 30 '36; Same. Weekly Underw 135: 1060 O 31 '36

Some features in new rates on long haul line. Nat Underw 40:43 O 15 '36

Study made of shippers transportation coverage. Weekly Underw 135:1005+ O 24 '36

Suggestions for lowering losses on trucks. E. D. Lawson. East Underw 37:34 My 15 '36

Towner rating bureau quotes rates for bonds which may be filed instead of policies under the Motor carrier act. Weekly Underw 135: 526 S 5 '36; Same. Spectator (Property ed) 2:30 S 10 '36

Truck control passes to I.C.C.; 75,000,000 premiums at stake. W. E. McClamroch, jr. Ins Field (Fire ed) 65:17 Ap 9 '36

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Insurer is held not liable for connecting carrier's negligence. East Underw 37:43 F 7 '36
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Transit policy did not cover goods while on loading platform. East Underw 36:26 N 15 '35

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All-risks floaters are premium builders. Weekly Underw 135:278-9 Ag 1 '36
There's music in the air; let it scale up premium income. East Underw 37:34 Ja 24 '36

INSURANCE, Mutual

Agents should emphasize security when meeting non-stock competition. F. S. Dauwalter. East Underw Extra ed 37:30+ O 3 '36; Same. Ins Field (Pittsburgh Conv Daily ed) 65:5-6+ S 30 '36; Same cond. Weekly Underw 135:806+ O 3 '36; Abstract. Nat Underw 40:5+ O 1 '36
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Business men, on occasion, allege that all agents are not competent, hence the need of mutual insurance. Ins Field (Fire ed) 65:4 F 13 '36
Court defines stock and mutual carriers; Georgia resident agents' law case. Ins Field (Fire ed) 65:6+ Ag 6 '36
Differences between mutual life and mutual fire insurance companies. Ins Field (Fire ed) 65:4 Ja 2 '36
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Does invested capital of stock companies offer more protection than the mutuals' right of assessment? Ins Field (Fire ed) 65:4 Mr 5 '36
Early returns of casualty and miscellaneous companies for the year ending Dec. 31, 1935; tabulation. Spectator (Property ed) 1:14 F 13 '36
Examiners advised to study mutuals' plans. C. F. Thomas. Ins Field (Fire ed) 64:7+ N 28 '35
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Mutuals got only 2.4% of premiums written in N.Y. city last year. East Underw 37:38 Ap 3 '36
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Retaliation from mutuals expected on rates. Nat Underw 40:3+ Mr 12 '36
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Unfairness to mutuals in Pennsylvania denied. O. B. Hunt. Weekly Underw 135:1117-18 N 7 '36
Valuable suggestions offered for meeting non-stock competition. East Underw 37:24 My 22 '36
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Country-wide compensation premiums show increase; abstracts. J. J. Magrath. Ins Field (Fire ed) 65:11 Jl 2 '36; Nat Underw 40:30 Jl 2 '36; East Underw 37:33 Jl 10 '36

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Wisconsin

Wisconsin law meets its first court attack; minimum wage basis of determining permanent disability. Weekly Underw 135:1022 O 24 '36

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE accounting and statistical association

Annual meeting, Philadelphia, May 14-16. Ins Field (Life ed) 65:12 My 29 '36

INSURANCE actuaries

Develops executives in its actuarial department. Nat Underw (Life ed) 40:2 Jl 24 '36

Dr. Arthur Hunter, dean of American actuaries. East Underw 37:3 O 30 '36

Government needs trained actuaries. J. G. Parker. Nat Underw (Life ed) 40:1+ My 22 '36

Pacific Coast actuaries' semi-annual meeting in Del Monte. Nat Underw (Life ed) 39:7 N 15 '35

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Insurance, Casualty
—Actuaries

INSURANCE advertising conference

Annual meeting, 14th, Rye, N.Y. Sept. 14-16. East Underw 37:1+ S 18; 50 S 25 '36; Ins Field (Life ed) 65:7 S 18 '36; Nat Underw (Life ed) 40:3+ S 18 '36; Weekly Underw 135:624+ S 19 '36

INSURANCE advertising conference—*Continued*
Professors of publicity. Spectator (Life ed) 135:26+ sec 2 D 12 '35
Winter meeting, New York, Dec. 3. East Underw 36:44 D 6 '35; Ins Field (Life ed) 64:8 D 6 '35; Weekly Underw 133:1101 D 7 '35

INSURANCE agents
Agent as an underwriter is vital to his company. T. C. Foster. Nat Underw 40:27 O 1 '36
Agent is most important factor in the organization. C. Smrha. Nat Underw 40:14 My 21 '36
Agents are insuring America; fine work of the industry. C. Adams. Nat Underw (Life ed) 40:9 N 6 '36
Agents keep getting better. O. B. Hunt. East Underw Extra ed 37:34 O 3 '36; Excerpts. Weekly Underw 135:808 O 3 '36
Agents urged to abide by rules of game; agency-company cooperation; abstracts. W. O. Wilson. East Underw 37:16+ Je 19 '36; Nat Underw 40:5+ Je 18 '36
Alabama association of insurance agents 40th annual convention, Birmingham. Ins Field (Fire ed) 65:5-6 My 14 '36; Nat Underw 40:5+ My 14 '36
Albert Dodge; Buffalo agent nationally known. S. Welton. East Underw 37:19 S 4 '36
Arkansas association of insurance agents annual meeting, Hot Springs. Ins Field (Fire ed) 65:7 My 21 '36; Nat Underw 40:3+ My 21 '36
Better agents and service necessary. C. G. Hallowell. Nat Underw 40:32+ My 14 '36
Broadus Bailey, a community-minded agent brought prosperity to local farmers. S. Welton. East Underw 37:24 Je 26 '36
Buyers' spokesman explains functions of Risk research institute; cooperation with agents. A. M. Schmidt. Ins Field (Pittsburgh Conf Daily ed) 65:3+ O 1 '36; Same. East Underw Extra ed 37:24 O 3 '36; Excerpts. Weekly Underw 135:810+ O 3 '36
California agents' association annual meeting. Ins Field (Fire ed) 65:8 O 22; 6 O 29 '36; Nat Underw 40:9-10 O 22; 5+ O 29 '36
Close study of daily newspapers will result in valuable contacts. Weekly Underw 134: 502 Mr 7 '36
Company-agency conferences result in progress; branch office problem. Ins Field (Fire ed) 65:5-6 My 7 '36; East Underw 37:32 My 8 '36; Nat Underw 40:5+ My 7 '36
Company-producer cooperation urged. C. A. Abrahamsen. Nat Underw 40:3+ My 21 '36
Contrasts in selling style in Chicago; New York. R. B. Mitchell. Nat Underw (Life ed) 40:13 S 11 '36
Direct and indirect selling methods; policy survey provides open door. C. J. Hershe. Weekly Underw 135:1158 N 7 '36
Direct writers held to be major problem of agents and brokers. C. C. Hewitt. East Underw 37:16+ O 30 '36; Excerpts. Nat Underw 40:5+ O 29 '36
Florida agents hold annual convention at sea. Ins Field (Fire ed) 65:23 My 14 '36
Fundamentals in selling indemnity furnished by capital stock insurance companies. W. Van Orden. Ins Field (Fire ed) 65:4 Je 4 '36
George Carter of Detroit; his many achievements. S. Welton. East Underw 36:42 N 15 '35
Human element in salesmanship. R. L. Ellis. East Underw 37:16 Ag 21 '36
I talk to some insurance buyers—and sellers; a survey. T. Eagan. Spectator (Property ed) 2:10-13+ Ag 27 '36
Illinois association of insurance agents mid-year meeting, Decatur, May 26. Ins Field (Fire ed) 65:11 My 28 '36
Indiana association of insurance agents annual meeting, Marion. Nat Underw 40:5+ O 22 '36
Indictment of agents discussed. W. H. Bennett. Weekly Underw 134:1080 My 23 '36
Insurance is now accepted by public; agents' responsibility. B. C. Taylor. Nat Underw 40:35+ Je 18 '36
Insurance should accommodate itself to changed times. R. H. Blanchard. East Underw Extra ed 37:33 O 3 '36; Same cond. Ins Field (Pittsburgh Conv Daily ed) 65:8 O 2 '36; Excerpts. Weekly Underw 135: 806+ O 3 '36; Abstract. Nat Underw Conv no 40:20+ O 2 '36
Kansas agents association convenes in Wichita. Nat Underw 40:35-9+ O 15 '36
Louisiana insurance society annual convention, Baton Rouge, April 22-24. Ins Field (Fire ed) 65:6 Ap 30 '36; Nat Underw 40:4+ Ap 30 '36
Massachusetts local agents' annual convention, Springfield. East Underw 37:19+ O 30 '36; Ins Field (Fire ed) 65:7-8+ O 29 '36; Nat Underw 40:3+ O 29 '36
Missouri association annual meeting at Columbia. Ins Field (Fire ed) 65:7+ O 15 '36; Nat Underw 40:5+ O 15 '36
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National association at crossroads. W. H. Bennett. Ins Field (Fire ed) 65:11-12+ Ap 9 '36; Same abr. East Underw 37:20 Ap 10 '36; Abstract. Nat Underw 40:3+ Ap 9 '36
Nebraska association of insurance agents annual meeting, Columbus. Nat Underw 40:3+ My 21 '36; Ins Field (Fire ed) 65:8 My 21 '36
New Hampshire association of insurance agents annual meeting, Manchester. Nat Underw 40:4+ O 22 '36
New Jersey agents annual convention at Atlantic City. East Underw 37:17-18 O 2 '36; Ins Field (Fire ed) 65:5-6 O 1 '36; Nat Underw 40:4+ O 1 '36
Ohio association of insurance agents annual meeting, Columbus, Oct. 27-28. Ins Field (Fire ed) 65:7-8+ N 5 '36; Nat Underw 40:33+ O 29 '36
Oklahoma agents annual meeting. Ins Field (Fire ed) 65:7+ O 22 '36; Nat Underw 40: 33-4 O 22 '36
Oklahoma agents now are fully reorganized; hold mid-year session. Ins Field (Fire ed) 65:5-6 Mr 19 '36; Nat Underw 40:36+ Mr 19 '36; Weekly Underw 134:604+ Mr 21 '36
Pennsylvania association of insurance agents annual meeting. East Underw 37:16 O 2 '36; Ins Field (Pittsburgh Conv Daily ed) 65:10 S 30 '36; Nat Underw 40:4+ O 1 '36; Weekly Underw 135:828 O 3 '36
Plea for better qualified agents. H. E. McClain. Nat Underw 40:15+ O 22 '36
Pointers to agents on how to increase sales; abstracts. C. T. Hubbard. East Underw 37: 42 Ap 3 '36; Weekly Underw 134:637+ Mr 28 '36
Problems of the midwestern agents. G. Roesch. il Spectator (Property ed) 1:12-15+ D 19 '35
Producers organize national clearing committee to deal with company-agency problems. Ins Field (Fire ed) 64:10 D 5 '35
Proposed insurance analysis wins support; abstracts. A. I. Wolff. Weekly Underw 135: 345+, 346+ Ag 15 '36; East Underw 37:16 Ag 14 '36; Ins Field (Fire ed) 65:4+ Ag 13 '36; Nat Underw 40:34 Ag 13 '36
Quality buying of insurance increasing; agency system is sound. C. G. Hallowell. East Underw 37:54 F 7 '36; Excerpt. Nat Underw 40:1+ F 6 '36
Report on joint producers-executives conference on casualty-surety problems. K. H. Bair. Ins Field (Fire ed) 65:14 Ap 9 '36; Nat Underw 40:29+ Ap 9 '36
Science built this 20 million business; L. G. Simon's career. Weekly Underw 135:482-3+ Ag 29 '36
Solicitor issue nearing solution in Philadelphia. Nat Underw 39:3+ N 14 '35
Some major agency problems. C. G. Hallowell. East Underw 37:32 Ag 28 '36
South Carolina association of insurance agents annual convention. Ins Field (Fire ed) 65:10 My 28 '36
Tennessee agents convention, Nashville. Ins Field (Fire ed) 65:7+ O 29 '36; Nat Underw 40:39+ O 29 '36
Texas association of insurance agents annual convention, Fort Worth. Nat Underw 40:12-13 My 28 '36; Ins Field (Fire ed) 65:7-8+ My 28 '36; Weekly Underw 134:1141 My 30 '36
Utah agents' meeting, Salt Lake City. Ins Field (Fire ed) 65:7-8 O 15 '36; Nat Underw 40:5+ O 15 '36

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Vital position of local agent in insurance business; abstracts. K. H. Bair. East Underw 37:22 Jl 10 '36; Ins Field (Fire ed) 65:4 Jl 9 '36; Nat Underw 40:5 Jl 9 '36

Warns against dual representation; abstracts. E. M. Allen. Ins Field (Fire ed) 65:7 My 14 '36; Nat Underw 40:29+ My 7 '36

Wisconsin agents association annual meeting. Ins Field (Fire ed) 65:7-8+ O 22 '36; Nat Underw 40:3+ O 15; 29-30 O 22 '36

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Insurance brokers

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Accounting

Answers to agents questions in office system symposium at Pittsburgh. O. Beling. East Underw 37:17 O 9 '36

Advertising

Ad suggestions for insurance agents. Weekly Underw 133:1054-6; 134:452-4, 1169-71; 135: 494-6, 1092-4 N 30 '35, F 29, My 30, Ag 29, O 31 '36

Advertising valuable to agent as an income builder. H. H. Kirschner. Nat Underw 40: 17+ Ag 13 '36

Agents should advertise more. H. M. Powell. East Underw Extra ed 37:22 S 26 '36

Friendly letters break the ice for this insurance salesman. H. D. Read. Sales Management 38:632, 634 Ap 20 '36

Sales promotion covers every angle of selling. E. S. Banks. Weekly Underw 135:1127-8 N 7 '36; Excerpts. East Underw 37:32 N 6 '36

Tested sales promotion, a direct mail prospecting plan. J. C. Slattery. il Weekly Underw 135:210+ Jl 25 '36

Tested sales promotion—reply card blotters. C. A. Binger. il Weekly Underw 135:264 Ag 1 '36

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Answers to agents questions in office system symposium at Pittsburgh. O. Beling. East Underw 37:17 O 9 '36

Building a successful agency. R. R. Williams. East Underw 37:42+ S 25 '36

Business development problems discussed at National assn. of insurance agents convention. East Underw Extra ed 37:10 O 3 '36

Collecting of premiums

See Insurance—Premiums, Payment of

Commissions

Bill affecting agent's commissions pressed in Virginia; other legislative matters. Weekly Underw 134:332+ F 15 '36

Contingent commission is national problem today. Nat Underw 39:3 N 21; 2+ D 5; 1+ D 19 '35

Element of costs driving business away; abstracts. E. M. Allen. East Underw 37:32 O 30 '36; Nat Underw 40:44+ O 29 '36

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No contingent increase in N.Y. suburban area. East Underw 36:22+ D 13 '35

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What state expects from local agents. J. J. Magrath. East Underw 37:33 My 15 '36

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Year's objectives of national agents' association. W. O. Wilson. Nat Underw 40:3+ O 22 '36

Contracts

Corporation has right to sell life insurance. J. L. Wood. East Underw 37:5 F 14 '36

Court on meaning of "60 days' notice" to agent by his company. East Underw 37:34 F 28 '36

Judgment against companies set aside in Beers agency case. Ins Field (Fire ed) 65:8 Mr 12 '36; East Underw 37:32 Mr 20 '36; Nat Underw 40:20 Mr 12 '36

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Costs

Analysis of Giberson agency's expenses. Ins Field (Fire ed) 65:4 Mr 5 '36

Competition and expenses; major problems of fire insurance companies and general agents. H. G. Casper. East Underw 37:33 Ap 24 '36; Excerpts. Weekly Underw 134: 842 Ap 25 '36; Abstract. Nat Underw 40: 3+ Ap 23 '36

Cost of agency first concern for managers. D. G. Hunter. East Underw 37:10 Mr 27 '36

How much can agency dept. spend for new business? L. S. Morrison. East Underw 36:9 N 22 '35

Rising agency costs creating most serious problem. L. S. Morrison. Nat Underw (Life ed) 40:24 Mr 20 '36

Irregular agents

Brokers in St Louis win their bank fight. Weekly Underw 134:1167 My 30 '36

Minnesota insurance men in war with daily papers offering accident and health insurance. Weekly Underw 134:885+ My 2 '36; Ins Field (Fire ed) 65:8 Ap 30 '36; Nat Underw 40:32 Ap 30 '36

Law

Agent is upheld in decision interpreting application of Florida license law. Ins Field (Fire ed) 65:21 Ap 2 '36

Agents' authority—oral agreements to renew; digest of recent cases. J. L. Roesch. Spectator (Property ed) 1:24-5+ Ja 16 '36

Agents expect some company to appeal social security ruling. W. H. Bennett. East Underw 37:30 Ja 17 '36

Agent's importance in legal disputes; digest of recent cases. J. S. Regan. Spectator (Life ed) 137:14-15 Jl 23 '36

Agents' importance in state legislation. E. Palmer. Ins Field (Pittsburgh Conv Daily ed) 65:10+ O 1 '36; Same cond. East Underw Extra ed 37:25+ O 3 '36; Excerpts. Weekly Underw 135:810 O 3 '36

Agents' status is not as yet clear; U.S. regulations 90. Nat Underw (Life ed) 40:3+ Mr 27 '36

Agents' status under unemployment laws raises problems. East Underw 36:1+ D 13 '35

Classification of New York workers analyzed. E. L. Whigam. East Underw 37:4+ Ap 24 '36

Court says daily reports belong to companies if agent is in debt. East Underw 37:28 Je 19 '36

Employer-employe relationship of producers under unemployment act; extracts from brief filed by Association of life insurance presidents. bibliog East Underw 36:14-15+ N 22 '35; Abstract. Ins Field (Life ed) 64: 5 N 15 '35

General agent's oral promise not sufficient to alter policy terms. East Underw 37:31 Ap 3 '36

Georgia agency law on countersigning of policies is sustained. Ins Field (Fire ed) 65:5 Je 18 '36

Georgia resident agents' law; majority and minority opinions. Ins Field (Fire ed) 65:6+ Ag 6; 8 Ag 13 '36

How the life agent stands in relation to unemployment compensation acts. V. P. Whitsitt. Spectator (Life ed) 136:8-9+ My 28 '36; Same. East Underw 37:13 My 29 '36; Excerpts. Weekly Underw 134:1160 My 30 '36

Insurance salesmen are ruled employees by District of Columbia board. Ins Field (Life ed) 65:5-6 Ja 3 '36; Nat Underw (Life ed) 40:1+ Ja 3 '36; Weekly Underw 133: 1236+ D 28 '35

Kansas drive against unlicensed agents. Weekly Underw 134:334 F 15 '36

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License test questions being prepared in Illinois. E. Palmer. Nat Underw 40:8 Ap 30 '36

Life managers association prepares form denying unemployment liability. East Underw 37:6 Ja 17 '36

New Illinois license law goes into effect July 1. Nat Underw 40:2 Ja 16 '36

New license plan for life agents is adopted in Ohio. Nat Underw (Life ed) 40:6 Ap 17 '36

New York local agents dispute residence clause in brief to Attorney General. S. F. Hancock. Weekly Underw 135:397+ Ag 22 '36

New York resident agent bill focus of much discussion. Spectator (Property ed) 1:9 My 21 '36

New York resident agent bill is correct. T. L. Rogers. Weekly Underw 134:1080 My 23 '36

New York rules on unemployment law; commissioned agents exempt. E. F. Andrews. Weekly Underw 134:733+ Ap 11 '36

Only qualified men should be named agents. S. W. Philpott. Ins Field (Fire ed) 65:6+ Mr 19 '36

Ownership of expirations principle is not upset by Tennessee case decision. W. H. Bennett. Nat Underw 40:1+ F 6 '36; Same cond. Ins Field (Fire ed) 65:6 F 6 '36

Pink asks Attorney General for explanation of resident agents. East Underw 37:25 Jl 3 '36; Weekly Underw 135:13 Jl 4 '36

Preliminary data on operations in 1935; policy of enforcing qualification law; abstracts. E. Palmer. Nat Underw (Life ed) 40:3+ Mr 20 '36; Ins Field (Fire ed) 65:6 Mr 19 '36

Present status of federal, state unemployment compensation laws. Ins Field (Life ed) 65:4+ My 29 '36

Present status of federal, state unemployment compensation laws regarding agents. Ins Field (Fire ed) 65:4+ Je 4 '36

Resident agent bill signed by New York Governor. East Underw 37:26 Je 12 '36

"Resident agent" in New York state defined by Attorney-General. J. J. Bennett, jr. East Underw 37:23 S 18 '36; Same abr. Ins Field (Fire ed) 65:10 S 24 '36; Same abr. Weekly Underw 135:632 S 19 '36

Resident agent laws. O. R. Beckwith. Weekly Underw 134:1250+ Je 13 '36; Excerpts. East Underw 37:48+ Je 12 '36

Ruling in Wisconsin fought by companies; all agents and solicitors must take out a regular license for every company represented. Weekly Underw 135:67 Jl 11 '36

Ruling on commission agents' status reversed in District of Columbia; not subject to act. Nat Underw (Life ed) 40:6 Ap 24 '36

Salaried employee can be licensed in Virginia. Ins Field (Fire ed) 65:6 Ag 6 '36

Seek elimination of agent from act; casualty executives association and others file unemployment compensation briefs. Nat Underw 39:31+ N 21 '35; Weekly Underw 133:945+ N 16 '35

Status of agent under Social security act. Nat Underw (Life ed) 40:3+ O 2; 1 N 6 '36; Nat Underw 40:4 O 8 '36

Status of agents and others under New York unemployment insurance act. G. E. Bowers. East Underw 37:3 Ap 17 '36

Status of commission agents under Social security act; a symposium. Spectator (Life ed) 137:8 O 29 '36

Stringent questionnaire sent to Minnesota agents; new license form. Nat Underw (Life ed) 40:4 Ap 17 '36

Test cases on agents' qualification law in Georgia; companies file briefs. Ins Field (Fire ed) 65:6 F 13; 5 F 20; 12 F 27 '36

Texas law violators find penalty swift. R. J. McGehean. Ins Field (Life ed) 65:7+ Ag 14 '36

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Wisconsin licenses of two companies are suspended; resident agent law case. Nat Underw 40:3+ Je 4 '36

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Multiple line selling

How multiple line agents can compete with factory mutual representatives. Ins Field (Fire ed) 65:4 Ag 6 '36

Poor prospecting new recruit's chief fault; sell all lines. P. R. Clark. East Underw 37:4 Ap 3 '36

Why accident and health is popular in multiple-line agencies. H. Glasgow. Ins Field (Fire ed) 65:12 O 8 '36

Selection

Testing salesmen of casualty insurance. M. A. Bills and L. W. Ward. Personnel J 15: 55-8 Je '36

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Agents should uphold business as a profession. W. A. Sullivan. Ins Field (Life ed) 65:4 Mr 13 '36

Busy buyer needs agent's expert service; abstracts. N. E. Elsas. Nat Underw 40:6 Ap 9 '36; East Underw 37:24+ Ap 10 '36; Weekly Underw 134:733+ Ap 11 '36

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INSURANCE as a profession

Agents should uphold business as a profession. W. A. Sullivan. Ins Field (Life ed) 65:4 Mr 13 '36

Fitting college men into insurance business; how universities and teachers can best serve. G. F. Michelbacher. Weekly Underw 133:1238+ D 28 '35; Excerpts. East Underw 37:30 Ja 3 '36

Successful agent is departmentized in his sales operations. G. B. Dorr. Ins Field (Boston Conv Daily ed) 65:23+ S 25 '36; Same cond. Nat Underw (Life ed) Daily ed 40:8+ S 24 '36; Same cond. Weekly Underw 135: 724+ S 26 '36

Youth turns to insurance as best career. il East Underw 37:11+ pt 2 S 18 '36

INSURANCE associations

Continuity of administration. E. M. Aiken. Nat Underw (Life ed) Daily ed 40:10+ S 23 '36

How to make programs. H. H. Cammack. Ins Field (Boston Conv Daily ed) 65:12+ S 24 '36; Same abr. Nat Underw (Life ed) Daily ed 40:27-8 S 25 '36

How to obtain sustained publicity for associations. C. E. Thompson. Ins Field (Boston Conv Daily ed) 65:12+ S 25 '36; Same. Nat Underw (Life ed) Daily ed 40:10+ S 23 '36

Launch new type of national organization; estators. Weekly Underw 134:1220 Je 6 '36

Leaders in insurance advocate membership in agents' associations. East Underw 37:36 Mr 6 '36

Maryland agents form state association. East Underw 37:30 S 25 '36

New Canadian underwriters association; fire-automobile-casualty merger. East Underw 36:62 D 6 '35

New state agents' association to be organized in Maryland. Nat Underw 40:4 Ag 20 '36

Oklahoma agents now are fully reorganized; hold mid-year session. Ins Field (Fire ed) 65:5-6 Mr 19 '36; Nat Underw 40:36+ Mr 19 '36; Weekly Underw 134:604+ Mr 21 '36

Plans to increase local membership. N. B. Maddox. Ins Field (Boston Conv Daily ed) 65:15 S 25 '36; Excerpts. Nat Underw (Life ed) Daily ed 40:14 S 25 '36

Revival of Fire underwriters' association of the Northwest strongly urged. Nat Underw 40:13+ O 22 '36

Section for farm agents in National association of insurance agents urged. Nat Underw 40:3+, 40-3 S 17 '36

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Insurance—Pools

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INSURANCE brokers

Annual meeting of Insurance brokers association of New York. East Underw 37:28 My 1 '36; Weekly Underw 134:886 My 2 '36

Bowen of Ohio demands end to devious issuing methods; brokerage business to be limited to licensed agents and brokers. Nat Underw 40:11 Ja 30 '36

Brokers' qualification course big professional step forward. East Underw 37:24+ Jl 24 '36

Brokers seek voice in Chicago board of underwriters affairs. East Underw 37:30 Je 19 '36; Ins Field (Fire ed) 65:9 Je 11 '36

Brooklyn brokers' annual dinner. East Underw 37:26 My 15 '36

California holds broker without authority to cancel; digest of recent cases. J. L. Roesch. Spectator (Property ed) 2:24-5 S 10 '36

Executives see accident and health as unbeatable line for service to assureds. Weekly Underw 135:165-6 Jl 18 '36

Function of insurance brokerage recognized. Weekly Underw 134:339 F 15 '36

General insurance brokers receptive to aid in building life end; abstract. M. Flegenheimer. Nat Underw (Life ed) 40:2 Ja 17 '36

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Law amendment raises broker's standards; change in certiorari proceedings. L. H. Pink. Weekly Underw 134:1017+ My 16 '36

Outline of insurance brokers' qualification course this fall. East Underw 37:24 Jl 10 '36

Service of the broker to the assured in liability insurance (including compensation). E. L. Clark; W. W. Ellis; W. K. Fletcher. 43p Insurance society of New York, New York '35

What one brokerage office insures; tomb of unknown soldier; page from Gutenberg Bible; Ivory Soap sculptures; etc. il East Underw 37:21-2 My 15 '36

Commissions

Action of department sensation in New York; forty brokers summoned. Weekly Underw 134:644 Mr 28 '36

Brokers' disagreement with Chicago board. Ins Field (Fire ed) 65:5-6 Ag 6; 5 Ag 20; 5+ Ag 27 '36; Nat Underw 40:5 Ag 6; 5+ Ag 20; 5+ Ag 27 '36; Spectator (Property ed) 2:8 Ag 13 '36; Weekly Underw 135:304 Ag 8 '36

Commission practices held big danger. A. F. Powrie. East Underw 37:22+ S 18 '36; Same. Nat Underw 40:3+ S 17 '36; Excerpts. Ins Field (Fire ed) 65:5-6 S 17 '36

Excess commissions delve said to be delayed —New York department cools off. Weekly Underw 134:838 Ap 25 '36

Excess commissions pledge to be studied more by New York fire exchange. East Underw 37:1+ Jl 31 '36

Expect test of New York exchange's powers; Superintendent discusses situation; abstracts. L. H. Pink. Weekly Underw 134:589+ Mr 21 '36; East Underw 37:22 Mr 20 '36; Ins Field (Fire ed) 65:7-8 Mr 26 '36; Nat Underw 40:8+ Mr 26 '36

Fire agents fined by New York insurance exchange. Business Week p33 O 24 '36

Insurance tangles; Illinois rate cut and excess brokerage in New York. Business Week p33-4 Jl 4 '36

Letter from Supt. Pink, warning on commissions. Weekly Underw 134:105 Ja 11 '36

Mortgage commission unit cannot collect commissions. J. J. Bennett, jr. East Underw 37:22 My 29 '36

New York exchange gets report on fines for excess commissions. East Underw 37:1+ O 16 '36; Ins Field (Fire ed) 65:23 O 15 '36; Nat Underw 40:3+ O 15 '36; Spectator (Property ed) 2:20 O 22 '36; Weekly Underw 135:943+ O 17 '36

Powers, Kaplan & Berger counsel for N. Y. fire insurance exchange. East Underw 37:32 F 28 '36

Program for curbing excess commission payments; abstracts. L. H. Pink. East Underw 37:1+ Je 26 '36; Ins Field (Fire ed) 65:5 Je 25 '36; Nat Underw 40:4 Je 25 '36; Weekly Underw 134:1377-8 Je 27 '36

INSURANCE commissioners

Commissioner's power to govern policy forms. A. F. Canfield. Nat Underw (Life ed) 40:6 O 2 '36

Insurance law revision; problems of supervision. L. H. Pink. Weekly Underw 134:7+ Ja 4 '36; Excerpt. East Underw 37:18 Ja 3 '36

Interesting personalities at St Paul meeting. C. M. Cartwright. Nat Underw (Life ed) 40:4+ Je 19 '36

J. Balch Moor, new insurance commissioner of the District of Columbia. Spectator (Property ed) 1:20 Ap 23 '36

Many supervisors in company posts. Nat Underw 40:6 S 3 '36

Massachusetts insurance commissioner is attracting attention. Nat Underw 40:6+ Mr 19 '36

More funds for supervisors needed. C. F. Liscomb. Nat Underw 40:3+ Jl 2 '36

Personalities; Louis H. Pink. Spectator (Property ed) 1:24 D 5 '35

Personalities; M. Joseph Cummings. por Spectator (Property ed) 1:18+ D 19 '35

Three new commissioners; Smrha of Nebraska, Withers of New Jersey, Carpenter of California. pors East Underw 36:24 D 6 '35

Wm. B. Harrison, Georgia insurance commissioner, ousted by Gov. Talmadge. Ins Field (Life ed) 65:5-6 F 28 '36

INSURANCE companies

Accident and casualty insurance co. of Winterthur, Switzerland will enter United States; Neal Bassett named manager. Weekly Underw 134:202+ Ja 25 '36; Same cond. East Underw 37:1+ Ja 24 '36

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Pig iron

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Bending machines
Broaching machines
Chamfering machines
Chucks
Cutting machines
Cutting tools
Drilling and boring machinery
Feed mechanism
Gear cutting machines
Grinding machines
Lathes
Machine shop practice
Machine tool industry
Metal cutting
Milling cutters
Milling machines
Planing machines
Pneumatic tools
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Broaching
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Drilling and boring (metal working, etc.)
Grinding
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Locating (machine work)
Machine shop practice
Metal cutting
Milling
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Machinery—Manufacture
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Assembling methods
Balancing machines
Balancing of machinery
Ball bearings
Bearings
Belting
Bolts and nuts
Bricklaying machines
Broaching machines
Bushings
Calculating machines
Clamps
Clutches
Coal mining machinery
Conveying machinery
Cotton machinery

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Cranes, derricks, etc.
Crankshafts
Crushing machinery
Cutting machines
Cylinders (engines, etc.)
Diesel engines
Dredges
Drilling and boring machinery
Dyeing machines
Electric machinery
Engineering
Excavating machinery
Fans, Mechanical
Feed mechanism
Fits (machinery)
Forging machinery
Foundry machinery
Friction
Gas and oil engines
Gearing
Glass machinery
Hoisting machinery
Hydraulic machinery
Hydraulic presses
Inventions
Jigs
Keys and keyways (machinery)
Knitting machines
Linotype
Locomotives
Looms
Lubrication and lubricants
Machine shop practice
Machine tools
Machinery in industry
Mechanical drawing
Mechanical engineering
Mechanical handling
Metal working machinery
Molding machines
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Pneumatic conveying
Pneumatic tools
Power transmission
Presses
Printing machinery
Printing presses
Pulleys
Pumping machinery
Pumps
Refrigeration and refrigerating machinery
Road making machinery
Rock drills
Roller bearings
Rolls
Rubber machinery
Screw machines
Shafts
Shoveling machines
Spinning machinery
Springs (mechanism)
Steam engines
Steam turbines
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Cylinders (engines)
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Classifiers
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Crushing machinery
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Amalgams
Blast furnaces
Chemistry, Technical
Copper metallurgy
Cyanide process
Dental metallurgy
Electrodeposition of metals
Electrometallurgy
Flotation process
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Cesium
Chromium
Cobalt
Copper
Corrosion and anticorrosives
Creep of metals
Deformations (mechanics)
Earths, Rare
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Electrometallurgy
Electrons—Emission from metals
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Films, Metallic
Foundry practice
Geology
Gold
Hardness
Heat treatment
Iron
Lead
Lithium
Magnesium
Manganese
Mercury
Metal trade
Metallography
Metallurgy
Mineralogy
Mines and mineral resources
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Ore deposits
Pickling (metals)
Platinum
Potassium
Precious metals
Radium
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Silver
Slag
Sodium
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Atmospheric pressure
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Balloons, Meteorological
Cyclones
Droughts
Floods
Humidity
Hurricanes
Lightning
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Mechanism of aromatic side-chain reactions with special reference to the polar effects of substituents; the effects of *p*-alkyl substituents on prototropy in the methylene-azomethine system. J. W. Baker, W. S. Nathan and C. W. Shoppee. Chem Soc J p1847-9 D '35

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Loans granted by RFC. Ins Field (Fire ed) 65:5+ Mr 26 '36; Nat Underw 40:31 Mr 26 '36; Weekly Underw 134:652 Mr 28 '36

METROPOLITAN life insurance company

Annual statement, 1935. F. H. Ecker. East Underw 37:5 F 7 '36

F. H. Ecker Metropolitan chairman; Leroy A. Lincoln elected president. East Underw 37:3+ Mr 27 '36; Same. Weekly Underw 134:637+ Mr 28 '36; Excerpts. Ins Field (Life ed) 65:5+ Mr 27 '36; Spectator (Life ed) 136:9+ Ap 2 '36

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Metropolitan Life passes $20,000,000,000 in force; annual meeting of managers. Weekly Underw 134:258-9 F 1 '36; East Underw 37:1+ Ja 31 '36; Nat Underw (Life ed) 40:3+ Ja 31 '36

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MEXICAN Eagle oil company

Report. Economist 123:738-9 Je 27 '36

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Annual convention, Cincinnati. Nat Underw 40:6 O 1 '36

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Annual convention, Philadelphia. Nat Underw 40:4+ O 15 '36; Weekly Underw 135:937+ O 17 '36

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Annual convention. Atlantic City, May 13-15. Bankers M 133:62-4 Jl '36

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Annual meeting, 4th, Cleveland, Sept. 17-19. Nat Pet N 28:19-20 S 23 '36; Pet Age 30: 15-16 S '36

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Annual meeting, 54th, Chicago, Aug. 31-Sept. 4. Power 80:578 O '36

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Annual meeting, 13th, Hot Springs, Va., Sept. 14-16. Automotive Ind 75:408-10+ S 26 '36

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Officers and active members. Science 84:10 Jl 3 '36

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Annual meeting, 24th, Atlantic City, October 22. Sheet Metal Worker 26:543 N '35
Meeting, Atlantic City. Steel 99:30-1 O 26 '36

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Move to Detroit planned; executive committee meets with A.T.A.M. group. D. Blanchard. Automotive Ind 75:202 Ag 15 '36

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Charter members to meet. Sales Management 38:24 Ja 1 '36
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Officers. Am Business 6:4-5 F '36
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Exhibitors and products; list. Steel 99:179, 182, 185-6 O 12 '36
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Convention. Sales Management 38:116 Ja 15 '36

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Annual meeting, 2d, Chicago, Oct. 27-29. Nat Pet N 28:11-16 N 4 '36; Automotive Ind 75:568 O 31 '36; Oil Paint & Drug Rep 130:3+ N 2 '36; Pet Age 30:9-14 N '36
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Annual meeting, 30th, Columbus, Jan. 29-31. Eng N 116:254-6 F 13 '36; Brick & Clay Rec 88:70, 72 F '36

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Reorganization. Comm & Fin Chr 143:1239, 1407-8 Ag 22-29 '36

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Annual meeting, 6th, St Louis. Concrete 44:12 F '36; Rock Prod 39:68-70 F '36

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- Meets and works. Business Week p15 Je 20 '36
- Retailers' rally; new credit study out. Business Week p44 Ja 18 '36
- Silver jubilee convention, New York. Business Week p11-12 F 1 '36

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- Annual convention, 21st, Chicago. Business Week p38-9 Je 27 '36

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- Annual safety congress, 25th, Atlantic City, Oct. 5-9. East Underw 37:45 O 9 '36; Spectator (Property ed) 2:9 O 8 '36; Safety Eng 72:137-40 O '36; Nat Safety N 34:16-19 N '36
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- Directors nominated for 1936-39. Nat Safety N 34:71 Jl '36
- Exciting year of 1935; the annual report of the managing director. W. H. Cameron. Nat Safety N 33:19-20+ F '36
- Mining section meeting, Atlantic City, Oct. 6-8. Coal Age 41:529-33 N '36
- National safety congress and exposition, 25th, Atlantic City, Oct. 5-9; program. Nat Safety N 34:3-30 pt 2 S '36
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- Officers of Metal section. Foundry 64:67 N '36
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- Steam railroad session, Atlantic City, Oct. 7. Ry Age 101:521-5 O 10 '36
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- Annual meeting, St Louis, Jan. 28. Rock Prod 39:46-7 F '36

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- Stocks with larger dividend prospects. S. Devlin. Mag of Wall St 57:786 Ap 11 '36
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- Who owns industry? National Steel analyzes stockholder list. Business Week p20 D 14 '35

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- Where leverage and trade prospects indicate broad earnings gains. C. L. McCord. Mag of Wall St 58:56-7 Ap 25 '36

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- Bid argued; National Surety goes to Bancamerica Blair. Weekly Underw 134:548, 603, 705 Mr 14-21, Ap 4 '36
- Bid has interest; Bancamerica-Blair gets control. Nat Underw 40:33+ Mr 12; 35 Mr 19; 31 Ap 2 '36
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Stock sale is argued; Bancamerica-Blair bid favored. East Underw 37:47 Mr 13; 35+ Mr 20; 48 Ap 3 '36

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National trailways begins operations. il map Ry Age 100:692-6, 837-8+ Ap 25, My 23 '36
New station in St Louis. il Ry Age 101:452 S 26 '36

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National underwriter and its many activities. H. J. Burridge. Nat Underw (Life ed) 40:1+ Ja 3 '36

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Celebrates thirty-fifth anniversary. East Underw 37:27+ F 14 '36

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Work of National urban league. Monthly Labor R 42:85-6 Ja '36

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See also

Alunite

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Dies

Forging machinery

Hydraulic presses

Printing presses

Punching machinery

Manufacture

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Earth pressure
Load (mechanics)
Piezoelectricity
Steam plants—High pressure
Strains and stresses
Vapor pressure
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Manometers

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Manometers
Pressure gages

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See also
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See also
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Air receivers
Ammonia compressors
Boilers
Caissons
Digesters (paper making)
Dust collectors
Evaporators
Gas holders
Kettles, Steam jacketed
Kiers

Design

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Advertising

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Advertising allowances	Gasoline—Price cutting
Discount, Trade	Price fixing, Resale
	Sales, Special

PRICE discrimination

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Car shops
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Railroads—Concrete construction
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Freight cars
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Flood control
Floods
Hydraulic engineering
Hydraulics
River traffic
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Dams
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Bridge accidents
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Cement
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Gravel
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Pavements
Road oils
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Tar

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Highway engineering
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Motor trucks and roads
Street traffic
Traffic regulations
Traffic signals
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Highway administration
Highway engineering
Highway law
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Mountain roads
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Fire protection
First aid in illness and injury
Gas detectors
Gas masks
Inflammable mixtures
Insurance, Automobile—Preventive work
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Lightning protection
Motor truck drivers
Railroads—Signals
Respiratory apparatus
Safety at sea and other headings beginning Safety
Street lighting
Traffic lines
Traffic regulations
Traffic signals
Workmen's compensation

also subdivision Safety devices and measures or Safety measures under special subjects, e.g.

Automobiles
Aviation
Blasting
Building
Chemical plants
Coal mines and mining
Electric equipment
Electric utilities
Electricity in mining
Gas appliances
Handling of materials
Hoisting
Hospitals
Lumbering
Machine works
Machinery
Mining engineering
Petroleum refineries
Presses
Railroads
Roads
Sheet metal handling
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College professors and instructors—Salaries
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Pepsodent's 1-cent sale. Ptr Ink 174:26 Ja 23 '36

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Campaign sells 100,000 spot remover bottles. il Nat Pet N 28:37 Ja 29 '36

Four-day election campaign lifts Green River whisky sales 311%. L. M. Hughes. il Sales Management 39:844+ N 15 '36

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Hammond sells pipeless organs to the tune of $1,500,000 in 8 months. L. B. Colby. il Sales Management 38:622-3 Ap 20 '36

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Hump's search for talent gives lift to hairpin sales curve. L. B. Colby. il Sales Management 38:136-7 F 1 '36

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Johnston company starts drive on vitamin D chocolate powder. Sales Management 39: 808 N 15 '36

Make-your-own ensemble plan helps Botany out of red. Sales Management 38:365+ Mr 15 '36

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Night raid; electrical appliance salesmen high-pressure the night shifts. Business Week p19 N 16 '35

Orderly liquidation; established company sold out inventory in two months, without sacrifice. M. T. Rogers. Ptr Ink Mo 33:16+ S '36

Sell 'round the clock, G-E told appliance salesmen; they triple one-day quota. il Sales Management 37:564 N 15 '35

Skelgas lays the off-season ghost and triples sales. G. W. Bach. il Sales Management 38: 356-7+ Mr 15 '36

Tarzan enthralls kids and wins publicity for Lily-Tulip cups. L. Zahn. il Sales Management 38:142-3 F 1 '36

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Sales contests

SALES conferences

Sales plans by conference; Kelvinator built program for 1936 around group discussions by executives, workers, dealers and others. S. C. Mitchell. Ptr Ink 173:77-8 D 26 '35

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Against sales contests. R. H. Hooper. Ptr Ink 174:52 F 6 '36

A.G.A. range committee sponsors contest. Gas Age 77:40-1 Ja 11 '36

A.G.A. refrigerator contest to be leadership campaign. il Gas Age 77:191-2+ F 29 '36; Same. Am Gas J 144:41-2+ Mr '36; Same. Am Gas Assn Mo 18:100-2 Mr '36

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Columbia load builders add over a billion feet new gas heating load; inter-family competition produces results. H. C. Minnich. Am Gas J 144:12-13 Ja '36

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Contest plan with an election twist. E. H. Shanks. il Am Business 6:24-5 Mr '36

Gas range sales contest winners announced. il Gas Age 78:359-60 O 3 '36; Excerpts. Am Gas Assn Mo 18:364-5+ O '36

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Nudist contest is full of action, fun and fight; Minneapolis gas light co. il Sales Management 39:601-2 O 10 '36

Point system livens sales contest and nets many new customers; Skelly oil co. Nat Pet N 28:56 Jl 8 '36

Punch board contest and other contest ideas. Sales Management 39:604-11 O 10 '36

Red flags for contests. W. A. McDermid. Ptr Ink 174:72-3+ Ja 2 '36

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Sales contests and radio send Texas insurance to all-time high in sales. C. G. Weakley. Sales Management 38:442, 444 Ap 1 '36

Salesmen choose own quotas in this contest; Benedict mfg. co., East Syracuse, N.Y. Sales Management 39:602+ O 10 '36

Shell coordinates entire sales program in one year-around national contest. il Sales Management 39:596, 598 O 10 '36

Sport of kings supplies drama in Ohio fuel gas company contest on heating equipment. il Am Gas J 144:13+ Ja '36

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This plan helped us put over a contest: Monarch laundry, New Haven, Conn. E. J. Hesse. Am Business 6:33+ F '36

Tying sales contest to election interest ups Sonotone sales 89%. T. Swanson. il Sales Management 39:709-10 N 1 '36

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Washington team work, enthusiasm and showmanship won prize. il Gas Age 78: 261-3+ S 5 '36

Water heater sales prizes go to 154 companies, 125 men. Gas Age 78:547-9 N 14 '36

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Sales contest budgets; ten companies report on costs, resulting sales, etc. Z. Kaufman. Ptr Ink Mo 31:19-20+ D '35

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Merchandise rewards for dealers. il Ptr Ink Mo 32:83-94 Ap '36

Mutiny drive sets new records for Oil-O-Matic. il Sales Management 39:599-601 O 10 '36

Sommers oil company capitalizes on quotas and contests. il Pet Age 30:9-11 Ja '36

Substitutes for advertising; contests, allowances, Goodwin plan. C. B. Larrabee. Ptr Ink 173:7, 10+ D 12 '35

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Bridgeport G-men boost sales of water heaters 15 per cent. C. B. Barr. il Gas Age 77: 257-8 Mr 14 '36

$500,000 in quick, cash sales increase; Larkin company uses merchandize bonds. J. W. Liggett stevedores contest gives every employe a chance to win. il Sales Management 37:596+ N 15 '35

Sixty million dollar contest pays dividends to New York marketer; Doyle gasoline and oil co. J. W. Thompson. il Nat Pet N 28: 38-9 Ja 29 '36

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Cheese and caramels; how Kraft got distribution for new confection. S. Soule. Ptr Ink 174:15-17+ F 27 '36

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For the stay-at-homes; how a sales convention can be transmitted. E. E. Irwin. Ptr Ink 173:33, 36-7 N 21 '35

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Leaven for sales meetings. E. J. Hegarty. Ptr Ink Mo 33:24+ N '36

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Playlet dramatizes five-point sales plan; Dr Pepper volume up 50%. il Sales Management 38:752 My 15 '36

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Convention by telegraph; Phillips soups. il Ptr Ink Mo 33:26+ Ag '36

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Convention by telephone; caster dramatized to salesmen in 12-town hookup. P. H. Erbes, jr. il Ptr Ink 176:21, 24+ S 17 '36

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Less time on the road, more time with buyers, changes loss to profit. R. G. E. Ullman. maps Sales Management 39:612, 616-17 O 10 '36

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Holding 1,500 customers; unusual direct mail sent monthly; Limited editions club, New York. R. Giles. Ptr Ink 174:53-6 Ja 2 '36

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Follow-up systems
Letterheads
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Advertising policies
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Mortality
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Nickel chromium steel
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Automobile engines—Testing
Cast iron—Testing
Cement—Testing
Coal—Testing
Corrosion and anticorrosives—Testing
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